1989 GOVERNMENT RELATIONS SURVEY

MANUFACTURERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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1989 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

GENERAL AND BUSINESS DATA

1. Product line(s) manufactured by your firm:

10.4	Building Materials	20.7	Lawn & Garden
35.3	Hardware	11.6	Plumbing & Electrical
24.1	Hand & Power Tools	16.2	Paint & Sundries
5.8	Automotive, Toys & Sport	10.8	Housewares

2. Annual volume of those product lines indicated above:

28.4	Under $5 million	14.4	$25-$50 million
16.5	$5-$10 million	17.3	Over $50 million
23.5	$10-$25 million		

3. Number of Employees:

44.9	Under 100	9.5	Over 1,000
37.9	100-500	6.4	% of employees who are part-time (e.g. less than 25 hours/week)
7.8	500-1,000		

4. Union Status:

19.8	Unionized	62.8	No union
17.4	Partially unionized		

5. Do you have plans to increase the number of new employees in 1989?

52.3 Yes 47.7 No

If "yes," what percentage increase? 9.3 %

GENERAL AND BUSINESS DATA (Continued)

6. Does your company foresee an increase in direct employee wage costs in 1989?

   93.8 Yes 6.2 No

   If "yes," what percentage increase? 4.9 %

7. What percentage of employee expense is attributed to indirect costs?

   - Health Benefits 20.1 %
   - Pensions 11.4 %
   - Other 13.5 %

8. Do you provide employees with extended unpaid medical leave?

   66.0 Yes 34.0 No

9. Do you provide employees with unpaid family leave (e.g. birth, adoption or serious illness of child)?

   66.7 Yes 33.3 No

10. Company's monthly contribution to each employee's health care insurance for:

    - Family plan 75.5 %
    - Individual plan 82.9 %

11. Does your firm expect an increase in unit sales in 1989?

    89.7 Yes 10.3 No

    If "yes," estimate percentage increase 11.6 %

12. Does your firm expect an increase in dollar sales volume in 1989?

    96.3 Yes 3.7 No

    If "yes," estimate percentage increase 13.8 %

GENERAL AND BUSINESS DATA (Continued)

13. Does your firm plan to increase plant and equipment purchases in 1989?

49.8 Yes 50.2 No

If "yes," by what percentage of sales volume? 6.6 %

14. Does your firm plan to expand its physical plant in 1989?

21.1 Yes 78.9 No

15. Please enter your forecast for 1989 for the following economic indices (on a 12-month average basis) by percentage:

4.8 % Inflation

3.1 % Gross national product

5.6 % Unemployment

9.5 % Prime interest rate

ECONOMIC ISSUES

16. How would you reduce the federal budget deficit?

	Yes	No	Unsure
• Phase out all farm price supports	34.7	36.8	28.5
• Put a cap on annual increase in social security benefits	60.3	31.4	8.4
• Reduce defense spending	69.9	23.4	6.7
• Selectively raise taxes (e.g. oil import fees)	74.7	16.2	9.1
• Impose consumption tax (e.g. VAT or national sales tax)	29.7	55.1	15.3
• Approve line-item-veto	85.1	7.1	7.9
• Support balanced budget amendment	81.1	12.8	6.2
• Change competitive market interest rates for all federally provided loans	48.1	16.5	35.4

INTERNATIONAL TRADE ISSUES

17. What do you believe the impact will be from the enactment of the 1988 Omnibus Trade and Competitiveness Act on foreign imports?

14.4 More restrictive

6.4 Less restrictive

28.8 No change

50.4 Don't know

18. What effect have imports had on your company's sales in 1988?

20.0 A significant impact

50.4 A minor but growing impact

29.6 No impact at all

19. Assess the reasons for import penetration in the domestic consumer hardlines industry.

	Very Important	Moderately Important	Not Important
a. Price of imports	86.9	12.7	.4
b. Value of U.S. dollar	55.4	37.3	7.3
c. Quality of imports	31.1	49.8	19.1
d. Non-competitive U.S. labor costs	59.8	36.8	3.4
e. Consumer acceptance of imports	48.1	44.7	7.2
f. Unfair foreign trade practices	46.8	40.3	12.9
g. Customer's lack of understanding of total procurement costs (domestic vs. imports)	29.9	36.8	33.3

20. Does your company currently export?

82.2 Yes 17.8 No

If "yes," what percentage of your firm's total dollar sales are from exports? 5.9 %

INTERNATIONAL TRADE ISSUES (Continued)

21. What do you believe the impact will be from the enactment of the 1988 Omnibus Trade and Competitiveness Act on your ability to export?

4.7 More restrictive

7.7 Less restrictive

33.8 No change

53.8 Don't know

22. Is your company forecasting higher export sales in 1989?

56.0 Yes 44.0 No

If "yes," what is your estimate of the percentage increase of these sales? 16.9 %

23. What has been the trend of your company's export sales in 1988 compared with the previous year?

18.2 Significant increase

38.9 Slight increase

30.5 Stable

7.9 Small decline

4.4 Significant decline

24. Please list three countries whose exports are the toughest foreign competition for your company:

1. TAIWAN (70.4%)
2. JAPAN (41.4%)
3. KOREA (39.6%)

25. What percentage of your company's raw materials, components, and finished products are produced overseas?

18.4 % Raw Materials

11.6 % Components

15.6 % Finished products

26. What percentage of your export sales are made to Canada? 31.3 %

NTERNATIONAL TRADE ISSUES (Continued)

7. If the U.S.-Canadian Free Trade Treaty is operational, would you anticipate an increase in sales to Canada?

79.1 Yes 20.9 No

8. Would you favor a free trade agreement with Mexico?

67.4 Yes 32.6 No

ATENTS/TRADEMARKS/COPYRIGHT ISSUES

9. Did your company initiate legal action during 1988 to stop an infringement of a design patent, utility patent, trademark, or copyright by a foreign manufacturer?

16.5 Yes 83.5 No

0. Does your company place "Made in U.S.A." or similar designation on its products and packaging produced in this country?

Product 57.6 Yes 42.4 No

Packaging 75.2 Yes 24.8 No

1. Has your company obtained any evidence which suggests that foreign manufacturers or U.S. distributors may be placing false country-of-origin designations on imported products?

24.7 Yes 75.3 No

PRODUCT LIABILITY

2. What has been your company's experience with product liability insurance premiums in 1988 compared to the previous year?

48.3 Increased 24.2 % Estimate of increase

13.0 Decreased 14.5 % Estimate of decrease

38.7 Stayed the same

3. Did your company experience difficulty in renewing this insurance?

14.5 Yes 85.5 No

PRODUCT LIABILITY (Continued)

34. Did your company's product liability coverage change in 1988?

Coverage:		Amount of deductible:	
9.7	Decreased	25.9	Increased
90.3	No change	74.1	No change

35. What has been your company's recent experience with product liability litigation?

22.9	Increasing	72.2	No Change
4.9	Decreasing		

Estimate number of pending law suits 3.9

LABOR ISSUES

36. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative debate in 1989. Please indicate your interest in the following issues by placing a check by the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not important
#4 Need more information

	#1	#2	#3	#4
a) Mandatory health insurance	61.8	23.2	13.7	1.3
b) Parental and medical leave	31.5	44.3	20.4	3.8
c) Occupational disease notification	32.2	39.5	21.0	7.3
d) Increase in minimum wage	33.9	29.2	34.3	2.6
e) Child care	23.6	45.5	23.2	7.7

PAPERWORK

37. What has been your company's recent experience (e.g. last two years) regarding the amount of time and effort spent on compliance with regulations and paperwork?

5.9 Significant decrease	34.2 Significant increase
5.9 Moderate decrease	34.6 Moderate increase
19.4 No change	

If your company has experienced an increase, identify those agencies which are responsible for the increase.

47.2 IRS	13.2 Transportation
52.2 OSHA	8.8 Commerce
73.6 EPA	7.5 Other

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

ISSUE PRIORITY

Of the following topics included in this survey, please rank, in order of importance to you (1 being most important—6 least important), the issues you feel most critical to your business in 1989:

	#1	#2	#3	#4	#5	#6
Economic Issues	69.9	19.4	5.6	2.8	.9	1.4
International Trade Issues	8.9	21.5	21.5	17.3	18.2	12.6
Patent/Trademark/Copyright Issues	2.3	2.8	10.7	14.4	30.7	39.1
Product Liability Issues	10.2	15.7	25.5	25.5	15.3	7.9
Labor Issues	7.9	33.5	22.3	19.5	10.7	6.0
Paperwork	1.4	7.9	15.3	19.9	23.6	31.9

Q.1- PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	241 100.0%	25 100.0%	85 100.0%	58 100.0%	14 100.0%	50 100.0%	28 100.0%	39 100.0%	26 100.0%	
BUILDING MATERIALS	25 10.4%	25 100.0%	7 8.2%	2 3.4%		2 4.0%	1 3.6%	8 20.5%		
HARDWARE	85 35.3%	7 28.0%	85 100.0%	5 8.6%	7 50.0%	10 20.0%	7 25.0%	6 15.4%	7 26.9%	
HAND & POWER TOOLS	58 24.1%	2 8.0%	5 5.9%	58 100.0%	3 21.4%	10 20.0%	2 7.1%	5 12.8%	1 3.8%	
AUTOMOTIVE, TOYS & SPORTS	14 5.8%		7 8.2%	3 5.2%	14 100.0%	6 12.0%	2 7.1%	1 2.6%	3 11.5%	
LAWN & GARDEN	50 20.7%	2 8.0%	10 11.8%	10 17.2%	6 42.9%	50 100.0%	5 17.9%	1 2.6%	10 38.5%	
PLUMBING & ELECTRICAL	28 11.6%	1 4.0%	7 8.2%	2 3.4%	2 14.3%	5 10.0%	28 100.0%		2 7.7%	
PAINT & SUNDRIES	39 16.2%	8 32.0%	6 7.1%	5 8.6%	1 7.1%	1 2.0%		39 100.0%	3 11.5%	
HOUSEWARES	26 10.8%		7 8.2%	1 1.7%	3 21.4%	10 20.0%	2 7.1%	3 7.7%	26 100.0%	
NO ANSWER	2									2
SIGMA	327 134.9%	45 180.0%	134 157.6%	86 148.1%	36 257.1%	94 188.0%	47 167.8%	63 161.6%	52 199.9%	2

Q.2- ANNUAL VOLUME OF PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNDER $5 MILLION	69	6	23	22	4	15	6	7	11	
	28.4%	24.0%	27.1%	37.9%	28.6%	30.0%	21.4%	17.9%	42.3%	
$5 - $10 MILLION	40	8	16	8		7	1	6	2	2
	16.5%	32.0%	18.8%	13.8%		14.0%	3.6%	15.4%	7.7%	100.0%
$10 - $25 MILLION	57	1	22	11	6	14	6	15	6	
	23.5%	4.0%	25.9%	19.0%	42.9%	28.0%	21.4%	38.5%	23.1%	
$25 - $50 MILLION	35	2	9	9	2	4	9	5	5	
	14.4%	8.0%	10.6%	15.5%	14.3%	8.0%	32.1%	12.8%	19.2%	
OVER $50 MILLION	42	8	15	8	2	10	6	6	2	
	17.3%	32.0%	17.6%	13.8%	14.3%	20.0%	21.4%	15.4%	7.7%	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.1%	100.0%	100.0%	100.0%	100.1%	100.0%	99.9%	100.0%	100.0%	100.0%

Q.3- NUMBER OF EMPLOYEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNDER 100	109	15	39	25	5	22	8	19	14	1
	44.9%	60.0%	45.9%	43.1%	35.7%	44.0%	28.6%	48.7%	53.8%	50.0%
100 - 500	92	5	30	25	8	20	14	16	8	1
	37.9%	20.0%	35.3%	43.1%	57.1%	40.0%	50.0%	41.0%	30.8%	50.0%
500 - 1,000	19	1	7	3		5		3	2	
	7.8%	4.0%	8.2%	5.2%		10.0%		7.7%	7.7%	
OVER 1,000	23	4	9	5	1	3	6	1	2	
	9.5%	16.0%	10.6%	8.6%	7.1%	6.0%	21.4%	2.6%	7.7%	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.1%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.3- PERCENTAGE OF EMPLOYEES WHO ARE PART-TIME

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	25		13	6	3	5	6	3	3	1
	100.0%		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	11		6	1	1	3	1	1	2	1
	44.0%		46.2%	16.7%	33.3%	60.0%	16.7%	33.3%	66.7%	100.0%
1%-4%	6		2	3	1	1	1	2	1	
	24.0%		15.4%	50.0%	33.3%	20.0%	16.7%	66.7%	33.3%	
5%-9%	5		3	1	1		2			
	20.0%		23.1%	16.7%	33.3%		33.3%			
10%-14%	1		1	1		1	1			
	4.0%		7.7%	16.7%		20.0%	16.7%			
20%-29%	2		1				1			
	8.0%		7.7%				16.7%			
NO ANSWER	218	25	72	52	11	45	22	36	23	1
BASE	14		7	5	2	2	5	2	1	
MEAN	6.36		7.43	4.20	3.00	5.50	8.20	2.00	1.00	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%		100.1%	100.1%	99.9%	100.0%	100.1%	100.0%	100.0%	100.0%

Q.4- UNION STATUS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	242	25	84	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNIONIZED	48	4	20	11	5	8	6	4	10	
	19.8%	16.0%	23.8%	19.0%	35.7%	16.0%	21.4%	10.3%	38.5%	
PARTIALLY UNIONIZED	42	5	11	4	1	9	8	11	1	1
	17.4%	20.0%	13.1%	6.9%	7.1%	18.0%	28.6%	28.2%	3.8%	50.0%
NO UNION	152	16	53	43	8	33	14	24	15	1
	62.8%	64.0%	63.1%	74.1%	57.1%	66.0%	50.0%	61.5%	57.7%	50.0%
NO ANSWER	1		1							
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.5- WHETHER HAVE PLANS TO INCREASE NUMBER OF NEW EMPLOYEES IN 1989

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	127	14	45	28	9	26	16	18	19	
	52.3%	56.0%	52.9%	48.3%	64.3%	52.0%	57.1%	46.2%	73.1%	
NO	116	11	40	30	5	24	12	21	7	2
	47.7%	44.0%	47.1%	51.7%	35.7%	48.0%	42.9%	53.8%	26.9%	100.0%
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.5- PERCENTAGE INCREASE OF NEW EMPLOYEES IN 1989

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	119 100.0%	14 100.0%	42 100.0%	28 100.0%	8 100.0%	25 100.0%	13 100.0%	15 100.0%	18 100.0%	
1%-4%	21 17.6%	3 21.4%	4 9.5%	3 10.7%		4 16.0%	1 7.7%	4 26.7%	4 22.2%	
5%-9%	40 33.6%	3 21.4%	15 35.7%	11 39.3%	4 50.0%	6 24.0%	5 38.5%	4 26.7%	3 16.7%	
10%-14%	40 33.6%	6 42.9%	13 31.0%	8 28.6%	1 12.5%	10 40.0%	7 53.8%	5 33.3%	6 33.3%	
15%-19%	10 8.4%	2 14.3%	6 14.3%	2 7.1%	2 25.0%	2 8.0%		2 13.3%	2 11.1%	
20%-29%	6 5.0%		2 4.8%	4 14.3%	1 12.5%	2 8.0%			2 11.1%	
50%-74%	1 .8%		1 2.4%			1 4.0%			1 5.6%	
100%	1 .8%		1 2.4%							
NO ANSWER	8		3		1	1	3	3	1	
BASE	119	14	42	28	8	25	13	15	18	
MEAN	9.32	8.29	11.81	9.57	10.25	10.96	7.46	7.60	11.72	
SIGMA	127 99.8%	14 100.0%	45 100.1%	28 100.0%	9 100.0%	36 100.0%	16 100.0%	18 100.0%	19 100.0%	

Q.6- WHETHER COMPANY FORESEES AN INCREASE
IN DIRECT EMPLOYEE WAGE COSTS IN 1989

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	241	25	85	58	14	50	27	39	24	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	226	24	80	51	12	46	23	38	22	2
	93.8%	96.0%	94.1%	87.9%	85.7%	92.0%	85.2%	97.4%	91.7%	100.0%
NO	15	1	5	7	2	4	4	1	2	
	6.2%	4.0%	5.9%	12.1%	14.3%	8.0%	14.8%	2.6%	8.3%	
NO ANSWER	2						1		2	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.6- PERCENTAGE INCREASE COMPANY FORESEES IN DIRECT EMPLOYEE WAGE COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	207	23	71	49	10	43	20	35	21	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	85	7	26	24	4	22	11	13	9	1
	41.1%	30.4%	36.6%	49.0%	40.0%	51.2%	55.0%	37.1%	42.9%	50.0%
5%-9%	114	14	43	21	5	19	9	20	11	1
	55.1%	60.9%	60.6%	42.9%	50.0%	44.2%	45.0%	57.1%	52.4%	50.0%
10%-14%	8	2	2	4	1	2		2	1	
	3.9%	8.7%	2.8%	8.2%	10.0%	4.7%		5.7%	4.8%	
NO ANSWER	19	1	9	2	2	3	3	3	1	
BASE	207	23	71	49	10	43	20	35	21	2
MEAN	4.88	5.35	4.83	5.06	4.90	4.77	4.55	5.23	5.00	4.50
SIGMA	226	24	80	.51	12	46	23	38	22	2
	100.1%	100.0%	100.0%	100.1%	100.0%	100.1%	100.0%	99.9%	100.1%	100.0%

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COSTS: HEALTH BENEFITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	157 100.0%	18 100.0%	56 100.0%	39 100.0%	7 100.0%	34 100.0%	13 100.0%	22 100.0%	20 100.0%	1 100.0%
0%	3 1.9%	1 5.6%				1 2.9%		1 4.5%		
1%-4%	13 8.3%	1 5.6%	5 8.9%	4 10.3%	1 14.3%	4 11.8%	1 7.7%	1 4.5%		
5%-9%	35 22.3%	4 22.2%	11 19.6%	13 33.3%	2 28.6%	10 29.4%	3 23.1%	2 9.1%	7 35.0%	
10%-14%	30 19.1%	2 11.1%	11 19.6%	4 10.3%	1 14.3%	6 17.6%	5 38.5%	5 22.7%	3 15.0%	
15%-19%	23 14.6%	3 16.7%	7 12.5%	3 7.7%		5 14.7%	2 15.4%	3 13.6%	4 20.0%	1 100.0%
20%-29%	25 15.9%	4 22.2%	13 23.2%	7 17.9%	1 14.3%	3 8.8%	2 15.4%	5 22.7%	4 20.0%	
30%-39%	10 6.4%	1 5.6%	3 5.4%	3 7.7%		3 8.8%		2 9.1%		
40%-49%	4 2.5%			2 5.1%	1 14.3%	2 5.9%				
50%-74%	4 2.5%	2 11.1%	1 1.8%	1 2.6%				1 4.5%		
75%-99%	5 3.2%		3 5.4%	1 2.6%				1 4.5%	1 5.0%	
100%	5 3.2%		2 3.6%	1 2.6%	1 14.3%			1 4.5%	1 5.0%	
NO ANSWER	86	7	29	19	7	16	15	17	6	1

(CONTINUED...)

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED
TO INDIRECT COSTS: HEALTH BENEFITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
BASE	154	17	56	39	7	33	13	21	20	1
MEAN	20.10	19.18	21.23	18.97	26.57	13.76	12.31	24.91	20.40	16.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	99.9%	100.1%	100.0%	100.1%	100.1%	99.9%	100.1%	99.7%	100.0%	100.0%

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COSTS: PENSIONS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	121	15	44	27	6	28	10	16	18	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	15	2	5	5		4	1	1	1	
	12.4%	13.3%	11.4%	18.5%		14.3%	10.0%	6.3%	5.6%	
1%-4%	35	3	11	8	1	8	3	2	6	
	28.9%	20.0%	25.0%	29.6%	16.7%	28.6%	30.0%	12.5%	33.3%	
5%-9%	32	5	10	8	2	10	2	4	3	1
	26.4%	33.3%	22.7%	29.6%	33.3%	35.7%	20.0%	25.0%	16.7%	100.0%
10%-14%	16	3	7	3	2	4	1	7	5	
	13.2%	20.0%	15.9%	11.1%	33.3%	14.3%	10.0%	43.8%	27.8%	
15%-19%	12	1	6	1		1	3		1	
	9.9%	6.7%	13.6%	3.7%		3.6%	30.0%		5.6%	
20%-29%	6		3	1		1		1	2	
	5.0%		6.8%	3.7%		3.6%		6.3%	11.1%	
50%-74%	1	1								
	.8%	6.7%								
100%	4		2	1	1			1		
	3.3%		4.5%	3.7%	16.7%			6.3%		
NO ANSWER	122	10	41	31	8	22	18	23	8	1
BASE	106	13	39	22	6	24	9	15	17	1
MEAN	11.36	10.15	13.13	10.27	22.50	6.75	8.33	14.80	8.65	5.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	99.9%	100.0%	99.9%	99.9%	100.0%	100.1%	100.0%	100.2%	100.1%	100.0%

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COSTS: OTHER

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	95 100.0%	12 100.0%	34 100.0%	23 100.0%	2 100.0%	22 100.0%	9 100.0%	14 100.0%	16 100.0%	
0%	5 5.3%		2 5.9%	2 8.7%		1 4.5%	1 11.1%			
1%-4%	23 24.2%	2 16.7%	6 17.6%	7 30.4%		5 22.7%	5 55.6%	3 21.4%	6 37.5%	
5%-9%	23 24.2%	6 50.0%	7 20.6%	4 17.4%		6 27.3%	1 11.1%	3 21.4%	4 25.0%	
10%-14%	14 14.7%	1 8.3%	7 20.6%	6 26.1%		3 13.6%		2 14.3%	3 18.8%	
15%-19%	8 8.4%		4 11.8%	1 4.3%	1 50.0%	2 9.1%		1 7.1%	2 12.5%	
20%-29%	14 14.7%	2 16.7%	5 14.7%	2 8.7%		3 13.6%	2 22.2%	2 14.3%	1 6.3%	
30%-39%	3 3.2%	1 8.3%	2 5.9%		1 50.0%			1 7.1%		
40%-49%	1 1.1%			1 4.3%		1 4.5%				
50%-74%	2 2.1%		1 2.9%			1 4.5%				
75%-99%	1 1.1%							1 7.1%		
100%	1 1.1%							1 7.1%		
NO ANSWER	148	13	51	35	12	28	19	25	10	2

(CONTINUED...)

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED
TO INDIRECT COSTS: OTHER

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
BASE	90	12	32	21	2	21	8	14	16	
MEAN	13.47	10.08	13.06	10.00	23.50	13.19	8.25	22.29	8.25	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.1%	100.0%	100.0%	99.9%	100.0%	99.8%	100.0%	99.8%	100.1%	

Q.8- WHETHER PROVIDE EMPLOYEES WITH EXTENDED UNPAID MEDICAL LEAVE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	241	25	84	58	14	50	26	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	159	15	61	37	9	22	18	28	17	2
	66.0%	60.0%	72.6%	63.8%	64.3%	44.0%	69.2%	71.8%	65.4%	100.0%
NO	82	10	23	21	5	28	8	11	9	
	34.0%	40.0%	27.4%	36.2%	35.7%	56.0%	30.8%	28.2%	34.6%	
NO ANSWER	2		1				2			
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.9- WHETHER PROVIDE EMPLOYEES WITH UNPAID FAMILY LEAVE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	240	25	84	57	14	50	26	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	160	15	64	36	10	27	18	23	19	2
	66.7%	60.0%	76.2%	63.2%	71.4%	54.0%	69.2%	59.0%	73.1%	100.0%
NO	80	10	20	21	4	23	8	16	7	
	33.3%	40.0%	23.8%	36.8%	28.6%	46.0%	30.8%	41.0%	26.9%	
NO ANSWER	3		1	1			2			
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.10- PERCENTAGE OF COMPANY'S MONTHLY CONTRIBUTION
TO EMPLOYEE'S HEALTH CARE INSURANCE: FAMILY PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	179	19	60	45	9	40	20	29	19	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
0%	21	3	7	9	1	3	2	3	2	
	11.7%	15.8%	11.7%	20.0%	11.1%	7.5%	10.0%	10.3%	10.5%	
1%-4%	1						1			
	.6%						5.0%			
5%-9%	4		2	1		2		1	2	
	2.2%		3.3%	2.2%		5.0%		3.4%	10.5%	
10%-14%	4		3			1			1	
	2.2%		5.0%			2.5%			5.3%	
15%-19%	2		1			1				
	1.1%		1.7%			2.5%				
20%-29%	4		2	1		1		1		
	2.2%		3.3%	2.2%		2.5%		3.4%		
40%-49%	6	1	1	1		3		1	2	
	3.4%	5.3%	1.7%	2.2%		7.5%		3.4%	10.5%	
50%-74%	31	2	8	9	1	6	4	5	1	
	17.3%	10.5%	13.3%	20.0%	11.1%	15.0%	20.0%	17.2%	5.3%	
75%-99%	54	4	17	13	4	10	5	11	8	
	30.2%	21.1%	28.3%	28.9%	44.4%	25.0%	25.0%	37.9%	42.1%	
100%	52	9	19	11	3	13	8	7	3	
	29.1%	47.4%	31.7%	24.4%	33.3%	32.5%	40.0%	24.1%	15.8%	
NO ANSWER	64	6	25	13	5	10	8	10	7	2
BASE	158	16	53	36	8	37	18	26	17	
MEAN	75.48	86.88	75.25	75.11	88.13	72.92	79.83	76.69	68.53	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.1%	100.0%	99.9%	99.9%	100.0%	100.0%	99.7%	100.0%	

Q.10- PERCENTAGE OF COMPANY'S MONTHLY CONTRIBUTION
TO EMPLOYEE'S HEALTH CARE INSURANCE: INDIVIDUAL PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	166	15	58	40	8	37	16	26	19	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	3	1	1			1			1	
	1.8%	6.7%	1.7%			2.7%			5.3%	
1%-4%	2			1		1				
	1.2%			2.5%		2.7%				
5%-9%	5		3			2		1	1	
	3.0%		5.2%			5.4%		3.8%	5.3%	
10%-14%	3		2			2			2	
	1.8%		3.4%			5.4%			10.5%	
20%-29%	1		1							
	.6%		1.7%							
40%-49%	1							1		
	.6%							3.8%		
50%-74%	23	2	5	9	1	10	2	4	2	
	13.9%	13.3%	8.6%	22.5%	12.5%	27.0%	12.5%	15.4%	10.5%	
75%-99%	47	2	17	11	5	12	4	8	8	
	28.3%	13.3%	29.3%	27.5%	62.5%	32.4%	25.0%	30.8%	42.1%	
100%	81	10	29	19	2	9	10	12	5	1
	48.8%	66.7%	50.0%	47.5%	25.0%	24.3%	62.5%	46.2%	26.3%	100.0%
NO ANSWER	77	10	27	18	6	13	12	13	7	1
BASE	163	14	57	40	8	36	16	26	18	1
MEAN	82.91	92.14	82.39	82.93	85.00	70.61	90.00	83.92	74.94	100.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	99.9%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%

Q.11- WHETHER FIRM EXPECTS AN INCREASE IN UNIT SALES IN 1989

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	242	25	84	58	14	49	27	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	217	22	76	53	14	44	26	38	23	1
	89.7%	88.0%	90.5%	91.4%	100.0%	89.8%	96.3%	97.4%	88.5%	50.0%
NO	25	3	8	5		5	1	1	3	1
	10.3%	12.0%	9.5%	8.6%		10.2%	3.7%	2.6%	11.5%	50.0%
NO ANSWER	1		1			1	1			
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.11- ESTIMATE OF PERCENTAGE INCREASE OF UNIT SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	204	21	69	53	13	42	23	37	21	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	25	3	11	6		3	1	2	3	
	12.3%	14.3%	15.9%	11.3%		7.1%	4.3%	5.4%	14.3%	
5%-9%	63	7	20	18	2	12	7	14	4	1
	30.9%	33.3%	29.0%	34.0%	15.4%	28.6%	30.4%	37.8%	19.0%	100.0%
10%-14%	56	3	17	11	6	15	7	13	5	
	27.5%	14.3%	24.6%	20.8%	46.2%	35.7%	30.4%	35.1%	23.8%	
15%-19%	34	5	8	11	2	6	7	5	4	
	16.7%	23.8%	11.6%	20.8%	15.4%	14.3%	30.4%	13.5%	19.0%	
20%-29%	19	2	10	4	2	3	1	3	2	
	9.3%	9.5%	14.5%	7.5%	15.4%	7.1%	4.3%	8.1%	9.5%	
40%-49%	2			2	1	1			1	
	1.0%			3.8%	7.7%	2.4%			4.8%	
50%-74%	4	1	2	1		1			1	
	2.0%	4.8%	2.9%	1.9%		2.4%			4.8%	
100%	1		1			1			1	
	.5%		1.4%			2.4%			4.8%	
NO ANSWER	13	1	7		1	2	3	1	2	
BASE	204	21	69	53	13	42	23	37	21	1
MEAN	11.61	12.19	12.57	11.93	15.00	14.55	11.00	9.65	18.38	5.00
SIGMA	217	22	76	53	14	44	26	38	23	1
	100.2%	100.0%	99.9%	100.1%	100.1%	100.0%	99.8%	99.9%	100.0%	100.0%

Q.12- WHETHER FIRM EXPECTS INCREASE IN DOLLAR SALES VOLUME IN 1989

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	234	24	83	56	14	49	28	38	25	1
	96.3%	96.0%	97.6%	96.6%	100.0%	98.0%	100.0%	97.4%	96.2%	50.0%
NO	9	1	2	2		1		1	1	1
	3.7%	4.0%	2.4%	3.4%		2.0%		2.6%	3.8%	50.0%
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.12- ESTIMATE OF PERCENTAGE INCREASE OF DOLLAR SALES VOLUME

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	222	23	80	56	14	46	27	36	22	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	10	1	2	4		1	2		1	
	4.5%	4.3%	2.5%	7.1%		2.2%	7.4%		4.5%	
5%-9%	65	7	28	14	3	13	5	15	4	
	29.3%	30.4%	35.0%	25.0%	21.4%	28.3%	18.5%	41.7%	18.2%	
10%-14%	71	7	22	22	3	13	11	10	7	
	32.0%	30.4%	27.5%	39.3%	21.4%	28.3%	40.7%	27.8%	31.8%	
15%-19%	35	4	8	7	3	9	4	8	4	1
	15.8%	17.4%	10.0%	12.5%	21.4%	19.6%	14.8%	22.2%	18.2%	100.0%
20%-29%	30	3	13	5	3	6	5	3	2	
	13.5%	13.0%	16.3%	8.9%	21.4%	13.0%	18.5%	8.3%	9.1%	
30%-39%	3		2	2	1	1			1	
	1.4%		2.5%	3.6%	7.1%	2.2%			4.5%	
40%-49%	1		1							
	.5%		1.3%							
50%-74%	4	1	2	1	1	2			2	
	1.8%	4.3%	2.5%	1.8%	7.1%	4.3%			9.1%	
100%	3		2	1		1			1	
	1.4%		2.5%	1.8%		2.2%			4.5%	
NO ANSWER	12	1	3			3	1	2	3	
BASE	222	23	80	56	14	46	27	36	22	1
MEAN	13.78	13.48	15.33	14.13	17.71	16.04	12.19	10.94	20.46	15.00
SIGMA	234	24	83	56	14	49	28	38	25	1
	100.2%	99.8%	100.1%	100.0%	99.8%	100.1%	99.9%	100.0%	99.9%	100.0%

Q.13- WHETHER FIRM PLANS TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1989

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	121	13	34	36	7	20	16	23	13	1
	49.8%	52.0%	40.0%	62.1%	50.0%	40.0%	57.1%	59.0%	50.0%	50.0%
NO	122	12	51	22	7	30	12	16	13	1
	50.2%	48.0%	60.0%	37.9%	50.0%	60.0%	42.9%	41.0%	50.0%	50.0%
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.13- PERCENTAGE OF INCREASE IN SALES VOLUME

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	95	7	29	31	5	16	12	18	8	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	48	4	12	13	1	7	6	10	3	1
	50.5%	57.1%	41.4%	41.9%	20.0%	43.8%	50.0%	55.6%	37.5%	100.0%
5%-9%	26	2	11	10	2	5	3	4	4	
	27.4%	28.6%	37.9%	32.3%	40.0%	31.3%	25.0%	22.2%	50.0%	
10%-14%	14		4	6	1	2	1	3		
	14.7%		13.8%	19.4%	20.0%	12.5%	8.3%	16.7%		
15%-19%	4	1	1				2	1		
	4.2%	14.3%	3.4%				16.7%	5.6%		
20%-29%	1			1	1	1			1	
	1.1%			3.2%	20.0%	6.3%			12.5%	
50%-74%	1		1							
	1.1%		3.4%							
100%	1			1		1				
	1.1%			3.2%		6.3%				
NO ANSWER	26	6	5	5	2	4	4	5	5	
BASE	95	7	29	31	5	16	12	18	8	1
MEAN	6.64	4.86	6.66	8.65	8.40	11.50	5.75	5.11	6.13	4.00
SIGMA	121	13	34	36	7	20	16	23	13	1
	100.1%	100.0%	99.9%	100.0%	100.0%	100.2%	100.0%	100.1%	100.0%	100.0%

Q.14- WHETHER FIRM PLANS TO EXPAND PHYSICAL PLANT IN 1989

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	242	25	85	58	14	50	27	39	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	51	8	10	14	3	14	9	12	10	
	21.1%	32.0%	11.8%	24.1%	21.4%	28.0%	33.3%	30.8%	40.0%	
NO	191	17	75	44	11	36	18	27	15	2
	78.9%	68.0%	88.2%	75.9%	78.6%	72.0%	66.7%	69.2%	60.0%	100.0%
NO ANSWER	1						1		1	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.15- FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	212 100.0%	20 100.0%	77 100.0%	50 100.0%	12 100.0%	45 100.0%	24 100.0%	32 100.0%	24 100.0%	2 100.0%
1.5%	1 .5%	1 5.0%								
2.0%	6 2.8%	1 5.0%		3 6.0%	1 8.3%	2 4.4%			2 8.3%	
3.0%	14 6.6%	1 5.0%	2 2.6%	4 8.0%	2 16.7%	3 6.7%	3 12.5%	1 3.1%	2 8.3%	1 50.0%
3.2%	1 .5%								1 4.2%	
3.4%	1 .5%		1 1.3%							
3.5%	3 1.4%		1 1.3%				1 4.2%		1 4.2%	
4.0%	48 22.6%	6 30.0%	17 22.1%	11 22.0%	2 16.7%	8 17.8%	3 12.5%	9 28.1%	7 29.2%	1 50.0%
4.2%	1 .5%		1 1.3%							
4.5%	11 5.2%	1 5.0%	8 10.4%	2 4.0%		2 4.4%	2 8.3%	4 12.5%	1 4.2%	
4.7%	1 .5%				1 8.3%					
4.8%	4 1.9%		1 1.3%			1 2.2%	2 8.3%			
5.0%	82 38.7%	8 40.0%	34 44.2%	19 38.0%	2 16.7%	17 37.8%	9 37.5%	9 28.1%	5 20.8%	
5.5%	7 3.3%	1 5.0%	1 1.3%	3 6.0%	2 16.7%	3 6.7%	2 8.3%	1 3.1%	1 4.2%	

(CONTINUED...)

Q.15- FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM										
		TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
6.0%		21 9.9%	1 5.0%	5 6.5%	6 12.0%		5 11.1%		6 18.8%	1 4.2%	
7.0%		4 1.9%		2 2.6%			2 4.4%		1 3.1%	1 4.2%	
8.0%		2 .9%		1 1.3%	1 2.0%		1 2.2%		1 3.1%	1 4.2%	
9.0%		1 .5%			1 2.0%	1 8.3%					
10.0%		3 1.4%		3 3.9%		1 8.3%	1 2.2%	1 4.2%		1 4.2%	
12.0%		1 .5%						1 4.2%			
NO ANSWER		31	5	8	8	2	5	4	7	2	
	BASE	212	20	77	50	12	45	24	32	24	2
	MEAN	4.77	4.33	4.98	4.71	5.06	4.94	5.05	4.95	4.61	3.50
SIGMA		243 100.1%	25 100.0%	85 100.1%	58 100.0%	14 100.0%	50 99.9%	28 100.0%	39 99.9%	26 100.2%	2 100.0%

Q.15- FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	192 100.0%	19 100.0%	71 100.0%	46 100.0%	10 100.0%	41 100.0%	21 100.0%	31 100.0%	23 100.0%	2 100.0%
.0%	2 1.0%		1 1.4%		1 10.0%	1 2.4%			2 8.7%	
.5%	1 .5%			1 2.2%						
1.0%	2 1.0%					1 2.4%				1 50.0%
2.0%	3 1.6%		1 1.4%			1 2.4%	1 4.8%		1 4.3%	
3.0%	8 4.2%	1 5.3%	3 4.2%	2 4.3%		3 7.3%	1 4.8%		2 8.7%	
4.0%	6 3.1%	2 10.5%	2 2.8%	1 2.2%		1 2.4%		3 9.7%	1 4.3%	
4.5%	2 1.0%	1 5.3%						1 3.2%		
5.0%	37 19.3%	5 26.3%	6 8.5%	13 28.3%	1 10.0%	9 22.0%	5 23.8%	8 25.8%	2 8.7%	1 50.0%
5.3%	1 .5%			1 2.2%						
5.4%	1 .5%		1 1.4%					1 3.2%		
5.5%	16 8.3%		6 8.5%	2 4.3%	2 20.0%	5 12.2%	4 19.0%	3 9.7%	1 4.3%	
5.6%	1 .5%						1 4.8%			
5.7%	1 .5%					1 2.4%				

(CONTINUED...)

Q.15- FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
5.8%	5		1	3				2	1	
	2.6%		1.4%	6.5%				6.5%	4.3%	
5.9%	2					1	1			
	1.0%					2.4%	4.8%			
6.0%	59	6	24	14	4	12	2	8	5	
	30.7%	31.6%	33.8%	30.4%	40.0%	29.3%	9.5%	25.8%	21.7%	
6.2%	2		1						1	
	1.0%		1.4%						4.3%	
6.3%	1			1						
	.5%			2.2%						
6.4%	1			1						
	.5%			2.2%						
6.5%	9	1	3	2	2	3	4	1	3	
	4.7%	5.3%	4.2%	4.3%	20.0%	7.3%	19.0%	3.2%	13.0%	
6.6%	1					1			1	
	.5%					2.4%			4.3%	
6.8%	1		1							
	.5%		1.4%							
7.0%	20	3	16	2		2	1	3	2	
	10.4%	15.8%	22.5%	4.3%		4.9%	4.8%	9.7%	8.7%	
7.5%	3		1					1	1	
	1.6%		1.4%					3.2%	4.3%	
7.8%	2		1	1						
	1.0%		1.4%	2.2%						
8.0%	4		2	1			1			
	2.1%		2.8%	2.2%			4.8%			
9.0%	1		1	1						
	.5%		1.4%	2.2%						

(CONTINUED...)

Q.15- FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
NO ANSWER		51	6	14	12	4	9	7	8	3	
	BASE	192	19	71	46	10	41	21	31	23	2
	MEAN	5.58	5.47	5.94	5.60	5.30	5.18	5.55	5.58	5.09	3.00
SIGMA		243	25	85	58	14	50	28	39	26	2
		99.6%	100.1%	99.9%	100.0%	100	99.8%	100.1%	100.0%	99.6%	100.0%

Q.15- FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	146	11	55	35	7	30	22	25	14	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1.0%	2				1		1			
	1.4%				14.3%		4.5%			
1.5%	2		2							
	1.4%		3.6%							
2.0%	38	3	13	7	1	8	7	7	1	
	26.0%	27.3%	23.6%	20.0%	14.3%	26.7%	31.8%	28.0%	7.1%	
2.1%	1								1	
	.7%								7.1%	
2.2%	1			1				1		
	.7%			2.9%				4.0%		
2.3%	2			1				1		
	1.4%			2.9%				4.0%		
2.5%	24		9	4	2	10	8	3	7	
	16.4%		16.4%	11.4%	28.6%	33.3%	36.4%	12.0%	50.0%	
3.0%	38	5	16	9		8	2	5	2	1
	26.0%	45.5%	29.1%	25.7%		26.7%	9.1%	20.0%	14.3%	100.0%
3.1%	1			1						
	.7%			2.9%						
3.2%	1		1							
	.7%		1.8%							
3.5%	3		2					1	1	
	2.1%		3.6%					4.0%	7.1%	
3.6%	2			1				1	1	
	1.4%			2.9%				4.0%	7.1%	
3.8%	2		1	1						
	1.4%		1.8%	2.9%						

(CONTINUED...)

Q.15- FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
4.0%		14 9.6%	2 18.2%	5 9.1%	5 14.3%		1 3.3%	2 9.1%	3 12.0%		
4.1%		1 .7%		1 1.8%							
4.8%		1 .7%		1 1.8%	1 2.9%	1 14.3%	1 3.3%	1 4.5%			
5.0%		5 3.4%		1 1.8%	2 5.7%	1 14.3%	1 3.3%		2 8.0%		
6.0%		3 2.1%		2 3.6%	1 2.9%						
7.0%		2 1.4%	1 9.1%		1 2.9%				1 4.0%		
10.0%		1 .7%		1 1.8%		1 14.3%	1 3.3%				
10.2%		1 .7%								1 7.1%	
18.0%		1 .7%						1 4.5%			
NO ANSWER		97	14	30	23	7	20	6	14	12	1
	BASE	146	11	55	35	7	30	22	25	14	1
	MEAN	3.12	3.27	3.08	3.25	3.97	2.96	3.26	3.08	3.21	3.00
SIGMA		243 100.3%	25 100.1%	85 99.8%	58 100.3%	14 100.1%	50 99.9%	28 99.9%	39 100.0%	26 99.8%	2 100.0%

Q.15- FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB-ING/ELEC.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	189	18	69	45	11	34	21	32	20	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
.0%	1			1						
	.5%			2.2%						
1.0%	7		2			1	3		2	
	3.7%		2.9%			2.9%	14.3%		10.0%	
2.0%	3		1		1	2			1	1
	1.6%		1.4%		9.1%	5.9%			5.0%	50.0%
3.0%	4	1	2	1			2			
	2.1%	5.6%	2.9%	2.2%			9.5%			
4.0%	1		1							
	.5%		1.4%							
5.0%	1		1		1					
	.5%		1.4%		9.1%					
7.0%	1			1						
	.5%			2.2%						
8.0%	6		3	2			1	1	1	
	3.2%		4.3%	4.4%			4.8%	3.1%	5.0%	
8.5%	3	1	2	2				1		
	1.6%	5.6%	2.9%	4.4%				3.1%		
9.0%	17	5	5	3		2	3	6	2	
	9.0%	27.8%	7.2%	6.7%		5.9%	14.3%	18.8%	10.0%	
9.5%	16		6	3		1	2	3	1	1
	8.5%		8.7%	6.7%		2.9%	9.5%	9.4%	5.0%	50.0%
9.8%	1		1		1	1				
	.5%		1.4%		9.1%	2.9%				
10.0%	47	4	18	15	2	9	4	3	3	
	24.9%	22.2%	26.1%	33.3%	18.2%	26.5%	19.0%	9.4%	15.0%	

(CONTINUED...)

Q.15- FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
10.5%		18		5	4	1	3	2	8	2	
		9.5%		7.2%	8.9%	9.1%	8.8%	9.5%	25.0%	10.0%	
10.7%		2		1						1	
		1.1%		1.4%						5.0%	
10.8%		3		1	1	2	1	2			
		1.6%		1.4%	2.2%	18.2%	2.9%	9.5%			
10.9%		1		1							
		.5%		1.4%							
11.0%		33	3	8	6	2	10	2	6	6	
		17.5%	16.7%	11.6%	13.3%	18.2%	29.4%	9.5%	18.8%	30.0%	
11.5%		6	1	3	1		2		1	1	
		3.2%	5.6%	4.3%	2.2%		5.9%		3.1%	5.0%	
12.0%		15	2	7	4		2		1		
		7.9%	11.1%	10.1%	8.9%		5.9%		3.1%		
12.5%		1		1					1		
		.5%		1.4%					3.1%		
13.0%		2	1		1	1			1		
		1.1%	5.6%		2.2%	9.1%			3.1%		
NO ANSWER		54	7	16	13	3	16	7	7	6	
	BASE	189	18	69	45	11	34	21	32	20	2
	MEAN	9.54	9.89	9.50	9.77	9.45	9.75	7.98	10.25	8.94	5.75
SIGMA		243	25	85	58	14	50	28	39	26	2
		100.0%	100.2%	99.4%	99.8%	100.1%	99.9%	99.9%	100.0%	100.0%	100.0%

Q.16- WHETHER WOULD REDUCE BUDGET DEFICITS BY:
PHASING OUT ALL FARM PRICE SUPPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	239	25	84	55	14	48	27	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	83	10	35	22	3	12	6	12	8	2
	34.7%	40.0%	41.7%	40.0%	21.4%	25.0%	22.2%	30.8%	30.8%	100.0%
NO	88	10	25	22	7	20	10	15	9	
	36.8%	40.0%	29.8%	40.0%	50.0%	41.7%	37.0%	38.5%	34.6%	
UNSURE	68	5	24	11	4	16	11	12	9	
	28.5%	20.0%	28.6%	20.0%	28.6%	33.3%	40.7%	30.8%	34.6%	
NO ANSWER	4		1	3		2	1			
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	99.9%	100.1%	100.0%	100.0%

Q.16- WHETHER WOULD REDUCE BUDGET DEFICITS BY:
PUTTING A CAP ON ANNUAL INCREASE IN
SOCIAL SECURITY BENEFITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	239	25	84	56	14	49	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	144	10	54	38	7	31	17	22	14	1
	60.3%	40.0%	64.3%	67.9%	50.0%	63.3%	60.7%	56.4%	53.8%	50.0%
NO	75	13	23	14	7	14	9	15	10	1
	31.4%	52.0%	27.4%	25.0%	50.0%	28.6%	32.1%	38.5%	38.5%	50.0%
UNSURE	20	2	7	4		4	2	2	2	
	8.4%	8.0%	8.3%	7.1%		8.2%	7.1%	5.1%	7.7%	
NO ANSWER	4		1	2		1				
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.1%	100.0%	100.0%	100.0%	100.0%	100.1%	99.9%	100.0%	100.0%	100.0%

Q.16- WHETHER WOULD REDUCE BUDGET DEFICITS BY:
REDUCING DEFENSE SPENDING

		* PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	239	24	85	56	14	50	28	39	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	167	15	57	44	8	36	19	27	18	1
	69.9%	62.5%	67.1%	78.6%	57.1%	72.0%	67.9%	69.2%	72.0%	50.0%
NO	56	7	19	9	5	12	7	8	6	1
	23.4%	29.2%	22.4%	16.1%	35.7%	24.0%	25.0%	20.5%	24.0%	50.0%
UNSURE	16	2	9	3	1	2	2	4	1	
	6.7%	8.3%	10.6%	5.4%	7.1%	4.0%	7.1%	10.3%	4.0%	
NO ANSWER	4	1		2					1	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.1%	100.1%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.16- WHETHER WOULD REDUCE BUDGET DEFICITS BY:
SELECTIVELY RAISING TAXES (E.G. OIL IMPORT FEES)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	241	25	84	57	14	50	28	38	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	180	19	66	42	11	39	22	24	17	1
	74.7%	76.0%	78.6%	73.7%	78.6%	78.0%	78.6%	63.2%	68.0%	50.0%
NO	39	5	12	10	1	8	4	8	7	1
	16.2%	20.0%	14.3%	17.5%	7.1%	16.0%	14.3%	21.1%	28.0%	50.0%
UNSURE	22	1	6	5	2	3	2	6	1	
	9.1%	4.0%	7.1%	8.8%	14.3%	6.0%	7.1%	15.8%	4.0%	
NO ANSWER	2		1	1				1	1	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%

Q.16- WHETHER WOULD REDUCE BUDGET DEFICITS BY:
IMPOSING CONSUMPTION TAX (E.G. VAT OR NATIONAL SALES TAX)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG./ MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	236	25	83	56	13	47	26	38	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	70	10	24	17	5	12	7	12	6	
	29.7%	40.0%	28.9%	30.4%	38.5%	25.5%	26.9%	31.6%	24.0%	
NO	130	13	49	28	5	32	16	22	18	1
	55.1%	52.0%	59.0%	50.0%	38.5%	68.1%	61.5%	57.9%	72.0%	50.0%
UNSURE	36	2	10	11	3	3	3	4	1	1
	15.3%	8.0%	12.0%	19.6%	23.1%	6.4%	11.5%	10.5%	4.0%	50.0%
NO ANSWER	7		2	2	1	3	2	1	1	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.1%	100.0%	99.9%	100.0%	100.1%	100.0%	99.9%	100.0%	100.0%	100.0%

Q.16- WHETHER WOULD REDUCE BUDGET DEFICITS BY:
APPROVING LINE-ITEM-VETO

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	241	25	83	58	13	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	205	21	67	52	10	40	24	34	22	2
	85.1%	84.0%	80.7%	89.7%	76.9%	80.0%	85.7%	87.2%	84.6%	100.0%
NO	17	2	7	5	1	6	1	2		
	7.1%	8.0%	8.4%	8.6%	7.7%	12.0%	3.6%	5.1%		
UNSURE	19	2	9	1	2	4	3	3	4	
	7.9%	8.0%	10.8%	1.7%	15.4%	8.0%	10.7%	7.7%	15.4%	
NO ANSWER	2		2		1					
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.1%	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.16- WHETHER WOULD REDUCE BUDGET DEFICITS BY:
SUPPORTING BALANCED BUDGET AMENDMENT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	197	18	65	51	11	40	22	31	22	2
	81.1%	72.0%	76.5%	87.9%	78.6%	80.0%	78.6%	79.5%	84.6%	100.0%
NO	31	5	10	4	1	6	5	5	3	
	12.8%	20.0%	11.8%	6.9%	7.1%	12.0%	17.9%	12.8%	11.5%	
UNSURE	15	2	10	3	2	4	1	3	1	
	6.2%	8.0%	11.8%	5.2%	14.3%	8.0%	3.6%	7.7%	3.8%	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.1%	100.0%	100.1%	100.0%	100.0%	100.0%	100.1%	100.0%	99.9%	100.0%

Q.16- WHETHER WOULD REDUCE BUDGET DEFICITS BY:
CHANGING COMPETITIVE MARKET INTEREST RATES FOR ALL
FEDERALLY PROVIDED LOANS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	237	25	81	57	14	48	26	39	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	114	8	37	25	8	23	15	16	16	1
	48.1%	32.0%	45.7%	43.9%	57.1%	47.9%	57.7%	41.0%	64.0%	50.0%
NO	39	2	16	11	4	8	3	9	2	
	16.5%	8.0%	19.8%	19.3%	28.6%	16.7%	11.5%	23.1%	8.0%	
UNSURE	84	15	28	21	2	17	8	14	7	1
	35.4%	60.0%	34.6%	36.8%	14.3%	35.4%	30.8%	35.9%	28.0%	50.0%
NO ANSWER	6		4	1		2	2		1	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.17- IMPACT ENACTMENT OF THE 1988 OMNIBUS TRADE AND COMPETITIVENESS ACT WILL HAVE ON FOREIGN IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	236	23	81	57	14	50	27	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MORE RESTRICTIVE	34	3	12	9	3	12	5	5	3	1
	14.4%	13.0%	14.8%	15.8%	21.4%	24.0%	18.5%	12.8%	11.5%	50.0%
LESS RESTRICTIVE	15	3	7				2	8		
	6.4%	13.0%	8.6%				7.4%	20.5%		
NO CHANGE	68	4	22	22	4	15	7	10	7	
	28.8%	17.4%	27.2%	38.6%	28.6%	30.0%	25.9%	25.6%	26.9%	
DON'T KNOW	119	13	40	26	7	23	13	16	16	1
	50.4%	56.5%	49.4%	45.6%	50.0%	46.0%	48.1%	41.0%	61.5%	50.0%
NO ANSWER	7	2	4	1			1			
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	99.9%	99.9%	99.9%	100.0%

Q.18- IMPACT IMPORTS HAD ON COMPANY'S SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	240	25	84	57	13	50	27	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
A SIGNIFICANT IMPACT	48	4	22	14	1	9	4	4	4	1
	20.0%	16.0%	26.2%	24.6%	7.7%	18.0%	14.8%	10.3%	15.4%	50.0%
A MINOR BUT GROWING IMPACT	121	7	41	32	6	24	12	18	13	1
	50.4%	28.0%	48.8%	56.1%	46.2%	48.0%	44.4%	46.2%	50.0%	50.0%
NO IMPACT AT ALL	71	14	21	11	6	17	11	17	9	
	29.6%	56.0%	25.0%	19.3%	46.2%	34.0%	40.7%	43.6%	34.6%	
NO ANSWER	3		1	1	1		1			
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	99.9%	100.1%	100.0%	100.0%

Q.19- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS IN THE CONSUMER HARDLINES INDUSTRY: PRICE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	236	24	82	56	13	50	28	37	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	205	20	75	51	13	39	24	36	20	2
	86.9%	83.3%	91.5%	91.1%	100.0%	78.0%	85.7%	97.3%	76.9%	100.0%
MODERATELY IMPORTANT "2"	30	4	7	5		10	4	1	6	
	12.7%	16.7%	8.5%	8.9%		20.0%	14.3%	2.7%	23.1%	
NOT IMPORTANT "1"	1					1				
	.4%					2.0%				
NO ANSWER	7	1	3	2	1			2		
BASE	236	24	82	56	13	50	28	37	26	2
MEAN	2.86	2.83	2.92	2.91	3.00	2.76	2.86	2.97	2.77	3.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.19- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
VALUE OF U.S. DOLLAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	233	24	82	53	14	50	28	37	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	129	15	50	24	11	26	21	23	14	
	55.4%	62.5%	61.0%	45.3%	78.6%	52.0%	75.0%	62.2%	56.0%	
MODERATELY IMPORTANT "2"	87	9	28	20	3	21	4	14	10	2
	37.3%	37.5%	34.1%	37.7%	21.4%	42.0%	14.3%	37.8%	40.0%	100.0%
NOT IMPORTANT "1"	17		4	9		3	3		1	
	7.3%		4.9%	17.0%		6.0%	10.7%		4.0%	
NO ANSWER	10	1	3	5				2	1	
BASE	233	24	82	53	14	50	28	37	25	2
MEAN	2.48	2.63	2.56	2.28	2.79	2.46	2.64	2.62	2.52	2.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.19- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	235 100.0%	24 100.0%	83 100.0%	54 100.0%	14 100.0%	50 100.0%	28 100.0%	37 100.0%	26 100.0%	2 100.0%
VERY IMPORTANT "3"	73 31.1%	7 29.2%	21 25.3%	17 31.5%	6 42.9%	18 36.0%	7 25.0%	15 40.5%	9 34.6%	1 50.0%
MODERATELY IMPORTANT "2"	117 49.8%	12 50.0%	45 54.2%	29 53.7%	7 50.0%	23 46.0%	13 46.4%	21 56.8%	12 46.2%	
NOT IMPORTANT "1"	45 19.1%	5 20.8%	17 20.5%	8 14.8%	1 7.1%	9 18.0%	8 28.6%	1 2.7%	5 19.2%	1 50.0%
NO ANSWER	8	1	2	4				2		
BASE	235	24	83	54	14	50	28	37	26	2
MEAN	2.12	2.08	2.05	2.17	2.36	2.18	1.96	2.38	2.15	2.00
SIGMA	243 100.0%	25 100.0%	85 100.0%	58 100.0%	14 100.0%	50 100.0%	28 100.0%	39 100.0%	26 100.0%	2 100.0%

Q.19- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
NON-COMPETITIVE U.S. LABOR COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	234	24	81	55	13	50	28	37	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	140	14	46	31	9	28	18	22	19	1
	59.8%	58.3%	56.8%	56.4%	69.2%	56.0%	64.3%	59.5%	73.1%	50.0%
MODERATELY IMPORTANT "2"	86	10	33	23	3	18	9	14	5	1
	36.8%	41.7%	40.7%	41.8%	23.1%	36.0%	32.1%	37.8%	19.2%	50.0%
NOT IMPORTANT "1"	8		2	1	1	4	1	1	2	
	3.4%		2.5%	1.8%	7.7%	8.0%	3.6%	2.7%	7.7%	
NO ANSWER	9	1	4	3	1			2		
BASE	234	24	81	55	13	50	28	37	26	2
MEAN	2.56	2.58	2.54	2.55	2.62	2.48	2.61	2.57	2.65	2.50
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.19- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	235	24	83	54	14	50	28	37	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	113	11	45	24	9	21	13	15	9	1
	48.1%	45.8%	54.2%	44.4%	64.3%	42.0%	46.4%	40.5%	34.6%	50.0%
MODERATELY IMPORTANT "2"	105	11	33	28	5	27	11	18	13	1
	44.7%	45.8%	39.8%	51.9%	35.7%	54.0%	39.3%	48.6%	50.0%	50.0%
NOT IMPORTANT "1"	17	2	5	2		2	4	4	4	
	7.2%	8.3%	6.0%	3.7%		4.0%	14.3%	10.8%	15.4%	
NO ANSWER	8	1	2	4				2		
BASE	235	24	83	54	14	50	28	37	26	2
MEAN	2.41	2.38	2.48	2.41	2.64	2.38	2.32	2.30	2.19	2.50
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%

Q.19- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	233	24	81	54	13	50	28	37	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	109	12	36	26	9	25	16	13	12	2
	46.8%	50.0%	44.4%	48.1%	69.2%	50.0%	57.1%	35.1%	46.2%	100.0%
MODERATELY IMPORTANT "2"	94	10	31	23	4	20	8	21	9	
	40.3%	41.7%	38.3%	42.6%	30.8%	40.0%	28.6%	56.8%	34.6%	
NOT IMPORTANT "1"	30	2	14	5		5	4	3	5	
	12.9%	8.3%	17.3%	9.3%		10.0%	14.3%	8.1%	19.2%	
NO ANSWER	10	1	4	4	1			2		
BASE	233	24	81	54	13	50	28	37	26	2
MEAN	2.34	2.42	2.27	2.39	2.69	2.40	2.43	2.27	2.27	3.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.19- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS IN THE CONSUMER HARDLINES INDUSTRY: CUSTOMER'S LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS (DOMESTIC VS. IMPORTS)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	231	24	79	54	13	50	28	37	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	69	7	22	18	10	19	11	6	10	1
	29.9%	29.2%	27.8%	33.3%	76.9%	38.0%	39.3%	16.2%	40.0%	50.0%
MODERATELY IMPORTANT "2"	85	8	32	23	1	18	8	15	4	
	36.8%	33.3%	40.5%	42.6%	7.7%	36.0%	28.6%	40.5%	16.0%	
NOT IMPORTANT "1"	77	9	25	13	2	13	9	16	11	1
	33.3%	37.5%	31.6%	24.1%	15.4%	26.0%	32.1%	43.2%	44.0%	50.0%
NO ANSWER	12	1	6	4	1			2	1	
BASE	231	24	79	54	13	50	28	37	25	2
MEAN	1.97	1.92	1.96	2.09	2.62	2.12	2.07	1.73	1.96	2.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%

Q.20- WHETHER COMPANY CURRENTLY EXPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	242	25	85	57	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	199	16	70	52	12	41	20	34	20	1
	82.2%	64.0%	82.4%	91.2%	85.7%	82.0%	71.4%	87.2%	76.9%	50.0%
NO	43	9	15	5	2	9	8	5	6	1
	17.8%	36.0%	17.6%	8.8%	14.3%	18.0%	28.6%	12.8%	23.1%	50.0%
NO ANSWER	1			1						
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.20- PERCENTAGE OF FIRM'S TOTAL DOLLAR SALES FROM EXPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	193	15	69	51	11	39	20	33	20	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	92	12	34	20	4	23	10	18	10	
	47.7%	80.0%	49.3%	39.2%	36.4%	59.0%	50.0%	54.5%	50.0%	
5%-9%	56	2	17	15	4	9	5	12	6	1
	29.0%	13.3%	24.6%	29.4%	36.4%	23.1%	25.0%	36.4%	30.0%	100.0%
10%-14%	29		13	9	2	4	3	3	1	
	15.0%		18.8%	17.6%	18.2%	10.3%	15.0%	9.1%	5.0%	
15%-19%	9	1	2	2			1		3	
	4.7%	6.7%	2.9%	3.9%			5.0%		15.0%	
20%-29%	4		2	3		2	1			
	2.1%		2.9%	5.9%		5.1%	5.0%			
30%-39%	2		1	1	1					
	1.0%		1.4%	2.0%	9.1%					
50%-74%	1			1		1				
	.5%			2.0%		2.6%				
NO ANSWER	6	1	1	1	1	2		1		
BASE	193	15	69	51	11	39	20	33	20	1
MEAN	5.85	3.20	5.67	7.71	7.00	6.10	5.55	3.88	5.75	5.00
SIGMA	199	16	70	52	12	41	20	34	20	1
	100.0%	100.0%	99.9%	100.0%	100.1%	100.1%	100.0%	100.0%	100.0%	100.0%

Q.21- IMPACT ENACTMENT OF THE 1988 OMNIBUS TRADE AND COMPETITIVENESS ACT WILL HAVE ON ABILITY TO EXPORT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	234 100.0%	24 100.0%	80 100.0%	56 100.0%	14 100.0%	49 100.0%	26 100.0%	39 100.0%	26 100.0%	2 100.0%
MORE RESTRICTIVE	11 4.7%	2 8.3%	5 6.3%	3 5.4%	1 7.1%	3 6.1%	1 3.8%	1 2.6%	1 3.8%	1 50.0%
LESS RESTRICTIVE	18 7.7%	1 4.2%	6 7.5%	4 7.1%	3 21.4%	5 10.2%	4 15.4%	5 12.8%	2 7.7%	
NO CHANGE	79 33.8%	9 37.5%	26 32.5%	22 39.3%	1 7.1%	16 32.7%	11 42.3%	11 28.2%	5 19.2%	1 50.0%
DON'T KNOW	126 53.8%	12 50.0%	43 53.8%	27 48.2%	9 64.3%	25 51.0%	10 38.5%	22 56.4%	18 69.2%	
NO ANSWER	9	1	5	2		1	2			
SIGMA	243 100.0%	25 100.0%	85 100.1%	58 100.0%	14 99.9%	50 100.0%	28 100.0%	39 100.0%	26 99.9%	2 100.0%

Q.22- WHETHER COMPANY IS FORECASTING HIGHER EXPORT SALES IN 1989

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	234	24	79	58	14	49	27	37	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	131	7	42	35	8	26	15	21	15	
	56.0%	29.2%	53.2%	60.3%	57.1%	53.1%	55.6%	56.8%	60.0%	
NO	103	17	37	23	6	23	12	16	10	2
	44.0%	70.8%	46.8%	39.7%	42.9%	46.9%	44.4%	43.2%	40.0%	100.0%
NO ANSWER	9	1	6			1	1	2	1	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.22- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	114	6	36	33	7	23	14	18	11	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
1%-4%	18	2	6	4	1	4	1	1	4	
	15.8%	33.3%	16.7%	12.1%	14.3%	17.4%	7.1%	5.6%	36.4%	
5%-9%	20		4	3	1	4	3	7	2	
	17.5%		11.1%	9.1%	14.3%	17.4%	21.4%	38.9%	18.2%	
10%-14%	32	2	9	13	3	6	5	6	1	
	28.1%	33.3%	25.0%	39.4%	42.9%	26.1%	35.7%	33.3%	9.1%	
15%-19%	8		3	2		2			1	
	7.0%		8.3%	6.1%		8.7%			9.1%	
20%-29%	20	1	6	6		1	4	3	1	
	17.5%	16.7%	16.7%	18.2%		4.3%	28.6%	16.7%	9.1%	
30%-39%	6		2	2		3				
	5.3%		5.6%	6.1%		13.0%				
50%-74%	6		2	2	2	2	1		1	
	5.3%		5.6%	6.1%	28.6%	8.7%	7.1%		9.1%	
100%	4	1	4	1		1		1	1	
	3.5%	16.7%	11.1%	3.0%		4.3%		5.6%	9.1%	
NO ANSWER	17	1	6	2	1	3	1	3	4	
BASE	114	6	36	33	7	23	14	18	11	
MEAN	16.86	23.83	23.72	17.73	19.43	19.26	15.36	14.78	19.73	
SIGMA	131	7	42	35	8	26	15	21	15	
	100.0%	100.0%	100.1%	100.1%	100.1%	99.9%	99.9%	100.1%	100.1%	

Q.23- TREND OF COMPANY'S EXPORT SALES IN 1988
COMPARED WITH PREVIOUS YEAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	203	19	69	54	13	42	21	34	21	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SIGNIFICANT INCREASE	37	2	12	11	2	9	5	4	6	
	18.2%	10.5%	17.4%	20.4%	15.4%	21.4%	23.8%	11.8%	28.6%	
SLIGHT INCREASE	79	4	31	18	3	14	7	15	6	
	38.9%	21.1%	44.9%	33.3%	23.1%	33.3%	33.3%	44.1%	28.6%	
STABLE	62	11	19	17	6	13	7	10	6	1
	30.5%	57.9%	27.5%	31.5%	46.2%	31.0%	33.3%	29.4%	28.6%	100.0%
SMALL DECLINE	16	2	5	5	1	4	1	4	3	
	7.9%	10.5%	7.2%	9.3%	7.7%	9.5%	4.8%	11.8%	14.3%	
SIGNIFICANT DECLINE	9		2	3	1	2	1	1		
	4.4%		2.9%	5.6%	7.7%	4.8%	4.8%	2.9%		
NO ANSWER	40	6	16	4	1	8	7	5	5	1
SIGMA	243	25	85	58	14	50	28	39	26	2
	99.9%	100.0%	99.9%	100.1%	100.1%	100.0%	100.0%	100.0%	100.1%	100.0%

Q.24- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	169	13	60	50	10	36	14	21	20	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
TAIWAN	119	5	49	34	8	26	11	13	14	
	70.4%	38.5%	81.7%	68.0%	80.0%	72.2%	78.6%	61.9%	70.0%	
JAPAN	70	5	24	27	5	15	4	8	7	1
	41.4%	38.5%	40.0%	54.0%	50.0%	41.7%	28.6%	38.1%	35.0%	50.0%
KOREA	67	6	31	16	2	12	5	7	6	1
	39.6%	46.2%	51.7%	32.0%	20.0%	33.3%	35.7%	33.3%	30.0%	50.0%
CHINA	44	3	18	14	3	11	1	8	4	
	26.0%	23.1%	30.0%	28.0%	30.0%	30.6%	7.1%	38.1%	20.0%	
GERMANY	23	1	4	8		5	3	5	1	
	13.6%	7.7%	6.7%	16.0%		13.9%	21.4%	23.8%	5.0%	
MEXICO	22	2	8	3	1	7	3	1	3	
	13.0%	15.4%	13.3%	6.0%	10.0%	19.4%	21.4%	4.8%	15.0%	
CANADA	17	4	4	3	2	2	5	3	2	
	10.1%	30.8%	6.7%	6.0%	20.0%	5.6%	35.7%	14.3%	10.0%	
HONG KONG	14	1	6	4	2	4	1	1		
	8.3%	7.7%	10.0%	8.0%	20.0%	11.1%	7.1%	4.8%		
BRAZIL	13	2	5	4		3		2	2	
	7.7%	15.4%	8.3%	8.0%		8.3%		9.5%	10.0%	
ITALY	12		5	2	1	3	1	6	3	
	7.1%		8.3%	4.0%	10.0%	8.3%	7.1%	28.6%	15.0%	
ALL OTHER	39	4	14	11	1	7	4	5	6	
	23.1%	30.8%	23.3%	22.0%	10.0%	19.4%	28.6%	23.8%	30.0%	
NO ANSWER	74	12	25	8	4	14	14	18	6	
SIGMA	514	45	193	134	29	109	52	77	54	2
	260.3%	254.1%	280.0%	252.0%	250.0%	263.8%	271.3%	281.0%	240.0%	100.0%

Q.25- PERCENTAGE OF COMPANY'S RAW MATERIALS PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	171	19	57	44	10	38	23	31	16	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	79	8	19	25	4	16	13	7	8	1
	46.2%	42.1%	33.3%	56.8%	40.0%	42.1%	56.5%	22.6%	50.0%	50.0%
1%-4%	22	1	6	3		5	2	7	1	
	12.9%	5.3%	10.5%	6.8%		13.2%	8.7%	22.6%	6.3%	
5%-9%	18	1	9	3	2	1	1	2		1
	10.5%	5.3%	15.8%	6.8%	20.0%	2.6%	4.3%	6.5%		50.0%
10%-14%	15	4	7	3	3	5	3	5	2	
	8.8%	21.1%	12.3%	6.8%	30.0%	13.2%	13.0%	16.1%	12.5%	
15%-19%	7		2	2		1	1	3	2	
	4.1%		3.5%	4.5%		2.6%	4.3%	9.7%	12.5%	
20%-29%	10	1	4	2		4	1	2		
	5.8%	5.3%	7.0%	4.5%		10.5%	4.3%	6.5%		
30%-39%	6		3	3	1	4	1	2	1	
	3.5%		5.3%	6.8%	10.0%	10.5%	4.3%	6.5%	6.3%	
40%-49%	2	1	1					1	1	
	1.2%	5.3%	1.8%					3.2%	6.3%	
50%-74%	7	2	3	1		1		2	1	
	4.1%	10.5%	5.3%	2.3%		2.6%		6.5%	6.3%	
75%-99%	4		3	2		1	1			
	2.3%		5.3%	4.5%		2.6%	4.3%			
100%	1	1								
	.6%	5.3%								
NO ANSWER	72	6	28	14	4	12	5	8	10	

(CONTINUED...)

Q.25- PERCENTAGE OF COMPANY'S RAW MATERIALS PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
BASE	92	11	38	19	6	22	10	24	8	1
MEAN	18.36	28.36	20.71	22.21	11.67	19.36	19.60	15.13	23.88	5.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.2%	100.1%	99.8%	100.0%	99.9%	99.7%	100.2%	100.2%	100.0%

Q.25- PERCENTAGE OF COMPANY'S COMPONENTS PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	172	15	59	43	10	41	23	26	21	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	73	11	16	21	2	13	9	17	8	1
	42.4%	73.3%	27.1%	48.8%	20.0%	31.7%	39.1%	65.4%	38.1%	100.0%
1%-4%	30	2	11	7	3	7	4	4	3	
	17.4%	13.3%	18.6%	16.3%	30.0%	17.1%	17.4%	15.4%	14.3%	
5%-9%	21		10	4	1	4	3		2	
	12.2%		16.9%	9.3%	10.0%	9.8%	13.0%		9.5%	
10%-14%	21	1	7	4	3	5	2	3	3	
	12.2%	6.7%	11.9%	9.3%	30.0%	12.2%	8.7%	11.5%	14.3%	
15%-19%	5	1	2	1		1	1		1	
	2.9%	6.7%	3.4%	2.3%		2.4%	4.3%		4.8%	
20%-29%	12		6	3		6	2	1	3	
	7.0%		10.2%	7.0%		14.6%	8.7%	3.8%	14.3%	
30%-39%	4		3	1		2	1	1	1	
	2.3%		5.1%	2.3%		4.9%	4.3%	3.8%	4.8%	
40%-49%	2		2		1	2	1			
	1.2%		3.4%		10.0%	4.9%	4.3%			
50%-74%	4		2	2		1				
	2.3%		3.4%	4.7%		2.4%				
NO ANSWER	71	10	26	15	4	9	5	13	5	1
BASE	99	4	43	22	8	28	14	9	13	
MEAN	11.59	7.00	14.00	13.18	9.88	15.11	12.50	9.67	11.85	
SIGMA	243	25	85	58	14	50	28	39	26	2
	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	99.8%	99.9%	100.1%	100.0%

Q.25- PERCENTAGE OF COMPANY'S FINISHED PRODUCTS PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	192	18	66	48	9	40	24	29	23	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	92	11	22	21	6	19	16	19	12	1
	47.9%	61.1%	33.3%	43.8%	66.7%	47.5%	66.7%	65.5%	52.2%	100.0%
1%-4%	25	1	9	7		6	3	2	3	
	13.0%	5.6%	13.6%	14.6%		15.0%	12.5%	6.9%	13.0%	
5%-9%	28	2	13	6	1	6	2	2	2	
	14.6%	11.1%	19.7%	12.5%	11.1%	15.0%	8.3%	6.9%	8.7%	
10%-14%	14	1	9	5	1	5	2	2	2	
	7.3%	5.6%	13.6%	10.4%	11.1%	12.5%	8.3%	6.9%	8.7%	
15%-19%	8		3	2	1			1	3	
	4.2%		4.5%	4.2%	11.1%			3.4%	13.0%	
20%-29%	9	1	2	4		1	1	2		
	4.7%	5.6%	3.0%	8.3%		2.5%	4.2%	6.9%		
30%-39%	3		1	1		1				
	1.6%		1.5%	2.1%		2.5%				
40%-49%	2		1			1			1	
	1.0%		1.5%			2.5%			4.3%	
50%-74%	7	2	2	2		1		1		
	3.6%	11.1%	3.0%	4.2%		2.5%		3.4%		
75%-99%	4		4							
	2.1%		6.1%							
NO ANSWER	51	7	19	10	5	10	4	10	3	1
BASE	100	7	44	27	3	21	8	10	11	
MEAN	15.55	20.14	17.93	13.07	10.00	11.67	7.00	13.80	12.27	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.1%	99.8%	100.1%	100.0%	100.0%	100.0%	99.9%	99.9%	100.0%

Q.26- PERCENTAGE OF EXPORT SALES MADE TO CANADA

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	221	23	75	57	12	46	25	36	24	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	55	11	15	10	2	9	10	10	9	1
	24.9%	47.8%	20.0%	17.5%	16.7%	19.6%	40.0%	27.8%	37.5%	50.0%
1%-4%	54	8	13	11	3	10	3	13	5	1
	24.4%	34.8%	17.3%	19.3%	25.0%	21.7%	12.0%	36.1%	20.8%	50.0%
5%-9%	15	3	5	6	1	3	2			
	6.8%	13.0%	6.7%	10.5%	8.3%	6.5%	8.0%			
10%-14%	20		7	8	2	3	1	4	3	
	9.0%		9.3%	14.0%	16.7%	6.5%	4.0%	11.1%	12.5%	
15%-19%	2					1			1	
	.9%					2.2%			4.2%	
20%-29%	12		4	4		2	1	2		
	5.4%		5.3%	7.0%		4.3%	4.0%	5.6%		
30%-39%	5		1	2	1	2	2		1	
	2.3%		1.3%	3.5%	8.3%	4.3%	8.0%		4.2%	
40%-49%	3		2			1	1			
	1.4%		2.7%			2.2%	4.0%			
50%-74%	20	1	6	6		3	4	6	2	
	9.0%	4.3%	8.0%	10.5%		6.5%	16.0%	16.7%	8.3%	
75%-99%	24		17	5	3	9			3	
	10.9%		22.7%	8.8%	25.0%	19.6%			12.5%	
100%	11		5	5		3	1	1		
	5.0%		6.7%	8.8%		6.5%	4.0%	2.8%		
NO ANSWER	22	2	10	1	2	4	3	3	2	
BASE	166	12	60	47	10	37	15	26	15	1
MEAN	31.33	6.33	43.48	32.30	31.20	39.89	31.53	21.19	30.33	1.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	99.9%	100.0%	99.9%	100.0%	99.9%	100.0%	100.1%	100.0%	100.0%

Q.27- IF U.S. - CANADIAN FREE TRADE TREATY IS OPERATIONAL,
WHETHER WOULD ANTICIPATE AN INCREASE IN SALES TO CANADA

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	235	25	81	54	14	49	28	39	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	186	17	64	43	10	42	18	31	19	1
	79.1%	68.0%	79.0%	79.6%	71.4%	85.7%	64.3%	79.5%	76.0%	50.0%
NO	49	8	17	11	4	7	10	8	6	1
	20.9%	32.0%	21.0%	20.4%	28.6%	14.3%	35.7%	20.5%	24.0%	50.0%
NO ANSWER	8		4	4		1			1	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.28- WHETHER WOULD FAVOR A FREE TRADE AGREEMENT WITH MEXICO

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	224	24	78	50	13	47	27	37	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	151	17	49	32	8	31	18	28	16	2
	67.4%	70.8%	62.8%	64.0%	61.5%	66.0%	66.7%	75.7%	64.0%	100.0%
NO	73	7	29	18	5	16	9	9	9	
	32.6%	29.2%	37.2%	36.0%	38.5%	34.0%	33.3%	24.3%	36.0%	
NO ANSWER	19	1	7	8	1	3	1	2	1	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.29- WHETHER COMPANY HAS INITIATED LEGAL ACTION TO STOP AN INFRINGEMENT OF A DESIGN PATENT, UTILITY PATENT, TRADEMARK, OR COPYRIGHT BY A FOREIGN MANUFACTURER IN 1988

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	237	24	82	56	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	39	1	13	15	2	8	5	3	5	1
	16.5%	4.2%	15.9%	26.8%	14.3%	16.0%	17.9%	7.7%	19.2%	50.0%
NO	198	23	69	41	12	42	23	36	21	1
	83.5%	95.8%	84.1%	73.2%	85.7%	84.0%	82.1%	92.3%	80.8%	50.0%
NO ANSWER	6	1	3	2						
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.30- WHETHER COMPANY PLACES "MADE IN U.S.A." OR SIMILAR DESIGNATION ON ITS "PRODUCTS" PRODUCED IN THIS COUNTRY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	229	21	81	56	14	49	28	37	24	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	132	7	39	48	10	31	12	15	15	2
	57.6%	33.3%	48.1%	85.7%	71.4%	63.3%	42.9%	40.5%	62.5%	100.0%
NO	97	14	42	8	4	18	16	22	9	
	42.4%	66.7%	51.9%	14.3%	28.6%	36.7%	57.1%	59.5%	37.5%	
NO ANSWER	14	4	4	2		1		2	2	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.30- WHETHER COMPANY PLACES "MADE IN U.S.A." OR SIMILAR DESIGNATION ON ITS "PACKAGING" PRODUCED IN THIS COUNTRY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	234	24	83	56	14	48	28	38	24	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	176	13	69	45	12	37	21	22	20	1
	75.2%	54.2%	83.1%	80.4%	85.7%	77.1%	75.0%	57.9%	83.3%	100.0%
NO	58	11	14	11	2	11	7	16	4	
	24.8%	45.8%	16.9%	19.6%	14.3%	22.9%	25.0%	42.1%	16.7%	
NO ANSWER	9	1	2	2		2		1	2	1
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.31- WHETHER COMPANY HAS OBTAINED ANY EVIDENCE WHICH SUGGESTS THAT FOREIGN MANUFACTURERS OR U.S. DISTRIBUTORS MAY BE PLACING FALSE COUNTRY-OF-ORIGIN DESIGNATIONS ON IMPORTED PRODUCTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	235	23	82	55	14	50	27	38	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	58	4	23	23	3	7	4	9	1	1
	24.7%	17.4%	28.0%	41.8%	21.4%	14.0%	14.8%	23.7%	3.8%	50.0%
NO	177	19	59	32	11	43	23	29	25	1
	75.3%	82.6%	72.0%	58.2%	78.6%	86.0%	85.2%	76.3%	96.2%	50.0%
NO ANSWER	8	2	3	3			1	1		
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.32- WHETHER COMPANY'S PRODUCT LIABILITY INSURANCE PREMIUMS INCREASED OVER THE PAST YEAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	230	23	83	55	13	50	25	36	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASED	111	13	43	27	5	24	14	17	9	1
	48.3%	56.5%	51.8%	49.1%	38.5%	48.0%	56.0%	47.2%	36.0%	50.0%
DECREASED	30	4	5	5	3	6	3	8	4	
	13.0%	17.4%	6.0%	9.1%	23.1%	12.0%	12.0%	22.2%	16.0%	
STAYED THE SAME	89	6	35	23	5	20	8	11	12	1
	38.7%	26.1%	42.2%	41.8%	38.5%	40.0%	32.0%	30.6%	48.0%	50.0%
NO ANSWER	13	2	2	3	1		3	3	1	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.32- ESTIMATE OF THE PERCENTAGE OF INCREASE

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING		64	9	20	15	2	16	7	8	7	
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
1%-4%		3		1				1	1		
		4.7%		5.0%				14.3%	12.5%		
5%-9%		5	1	1		1	3	1		2	
		7.8%	11.1%	5.0%		50.0%	18.8%	14.3%		28.6%	
10%-14%		11	1	1	4		3		2	1	
		17.2%	11.1%	5.0%	26.7%		18.8%		25.0%	14.3%	
15%-19%		10	1	3	4		3	1	1	2	
		15.6%	11.1%	15.0%	26.7%		18.8%	14.3%	12.5%	28.6%	
20%-29%		21	2	9	4	1	5	2	3	1	
		32.8%	22.2%	45.0%	26.7%	50.0%	31.3%	28.6%	37.5%	14.3%	
30%-39%		4	2		1			1	1		
		6.3%	22.2%		6.7%			14.3%	12.5%		
40%-49%		2	1	1	1						
		3.1%	11.1%	5.0%	6.7%						
50%-74%		4	1	2			1			1	
		6.3%	11.1%	10.0%			6.3%			14.3%	
75%-99%		1					1				
		1.6%					6.3%				
100%		3		2	1			1			
		4.7%		10.0%	6.7%			14.3%			
NO ANSWER		47	4	23	12	3	8	7	9	2	1
	BASE	64	9	20	15	2	16	7	8	7	
	MEAN	24.20	25.33	30.40	23.67	15.00	20.50	29.86	15.88	17.86	
SIGMA		111	13	43	27	5	24	14	17	9	1
		100.1%	99.9%	100.0%	100.2%	100.0%	100.3%	100.1%	100.0%	100.1%	

Q.32- ESTIMATE OF THE PERCENTAGE OF DECREASE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	21 100.0%	2 100.0%	4 100.0%	4 100.0%	3 100.0%	4 100.0%	3 100.0%	4 100.0%	3 100.0%	
1%-4%	1 4.8%				1 33.3%					
5%-9%	4 19.0%		2 50.0%		1 33.3%	1 25.0%	1 33.3%			
10%-14%	7 33.3%	1 50.0%		2 50.0%		2 50.0%		4 100.0%	1 33.3%	
15%-19%	2 9.5%								2 66.7%	
20%-29%	5 23.8%	1 50.0%	2 50.0%	1 25.0%		1 25.0%	2 66.7%			
30%-39%	2 9.5%			1 25.0%	1 33.3%					
NO ANSWER	9	2	1	1		2		4	1	
BASE	21	2	4	4	3	4	3	4	3	
MEAN	14.48	17.50	15.00	18.25	14.33	11.25	17.67	10.00	13.33	
SIGMA	30 99.9%	4 100.0%	5 100.0%	5 100.0%	3 99.9%	6 100.0%	3 100.0%	8 100.0%	4 100.0%	

Q.33- WHETHER COMPANY HAS EXPERIENCED DIFFICULTY IN RENEWING THIS INSURANCE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	234	22	83	55	14	50	26	38	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	34	3	11	11	4	8	4	7	2	1
	14.5%	13.6%	13.3%	20.0%	28.6%	16.0%	15.4%	18.4%	8.0%	50.0%
NO	200	19	72	44	10	42	22	31	23	1
	85.5%	86.4%	86.7%	80.0%	71.4%	84.0%	84.6%	81.6%	92.0%	50.0%
NO ANSWER	9	3	2	3			2	1	1	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.34- WHETHER COMPANY'S PRODUCT LIABILITY COVERAGE
HAS CHANGED IN 1988 - "COVERAGE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	217	23	77	53	13	46	24	35	23	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
DECREASED	21	2	8	4	2	5	4	6	3	
	9.7%	8.7%	10.4%	7.5%	15.4%	10.9%	16.7%	17.1%	13.0%	
NO CHANGE	196	21	69	49	11	41	20	29	20	2
	90.3%	91.3%	89.6%	92.5%	84.6%	89.1%	83.3%	82.9%	87.0%	100.0%
NO ANSWER	26	2	8	5	1	4	4	4	3	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.34- WHETHER COMPANY'S PRODUCT LIABILITY COVERAGE
HAS CHANGED IN 1988 - "AMOUNT OF DEDUCTIBLE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	185	21	68	42	11	37	19	29	20	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASED	48	8	18	12	4	9	6	7	4	
	25.9%	38.1%	26.5%	28.6%	36.4%	24.3%	31.6%	24.1%	20.0%	
NO CHANGE	137	13	50	30	7	28	13	22	16	1
	74.1%	61.9%	73.5%	71.4%	63.6%	75.7%	68.4%	75.9%	80.0%	100.0%
NO ANSWER	58	4	17	16	3	13	9	10	6	1
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.35- COMPANY'S RECENT EXPERIENCE WITH PRODUCT LIABILITY LITIGATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	223	23	81	52	12	44	27	38	23	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASING	51	2	22	9	4	10	3	11	2	1
	22.9%	8.7%	27.2%	17.3%	33.3%	22.7%	11.1%	28.9%	8.7%	50.0%
DECREASING	11		3	3	1	3	1	1	1	
	4.9%		3.7%	5.8%	8.3%	6.8%	3.7%	2.6%	4.3%	
NO CHANGE	161	21	56	40	7	31	23	26	20	1
	72.2%	91.3%	69.1%	76.9%	58.3%	70.5%	85.2%	68.4%	87.0%	50.0%
NO ANSWER	20	2	4	6	2	6	1	1	3	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	99.9%	100.0%	100.0%

Q.35- ESTIMATE OF THE NUMBER OF PENDING LAW SUITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	146 100.0%	12 100.0%	56 100.0%	34 100.0%	7 100.0%	32 100.0%	18 100.0%	21 100.0%	15 100.0%	1 100.0%
0	65 44.5%	8 66.7%	30 53.6%	18 52.9%	2 28.6%	12 37.5%	6 33.3%	7 33.3%	8 53.3%	
1	14 9.6%		5 8.9%	4 11.8%	1 14.3%	4 12.5%	1 5.6%	2 9.5%	4 26.7%	
2	18 12.3%	2 16.7%	7 12.5%	2 5.9%		6 18.8%	1 5.6%	2 9.5%	2 13.3%	1 100.0%
3	13 8.9%	1 8.3%	4 7.1%	2 5.9%	2 28.6%	3 9.4%	2 11.1%	2 9.5%	1 6.7%	
4	9 6.2%		4 7.1%	2 5.9%	1 14.3%		3 16.7%	1 4.8%		
5	9 6.2%	1 8.3%	3 5.4%	1 2.9%		2 6.3%	2 11.1%	1 4.8%		
6	3 2.1%		1 1.8%		1 14.3%	1 3.1%	2 11.1%			
7	2 1.4%					1 3.1%		1 4.8%		
8	2 1.4%		1 1.8%	1 2.9%				2 9.5%		
11	1 .7%					1 3.1%				
12	2 1.4%			1 2.9%		1 3.1%				
14	2 1.4%			2 5.9%						
15	1 .7%							1 4.8%		
28	1 .7%							1 4.8%		

(CONTINUED...)

Q.35- ESTIMATE OF THE NUMBER OF PENDING LAW SUITS

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
30		1 .7%		1 1.8%							
50		2 1.4%			1 2.9%		1 3.1%	1 5.6%			
110		1 .7%							1 4.8%		
NO ANSWER		97	13	29	24	7	18	10	18	11	1
	BASE	146	12	56	34	7	32	18	21	15	1
	MEAN	3.86	1.00	1.89	3.68	2.43	3.78	5.17	9.38	.73	2.00
SIGMA		243 100.3%	25 100.0%	85 100.0%	58 99.9%	14 100.1%	50 100.0%	28 100.1%	39 100.1%	26 100.0%	2 100.0%

Q.36- ASSESSMENT OF INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1989: "MANDATORY HEALTH INSURANCE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	233	25	83	55	13	49	26	36	24	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	144	17	45	35	11	31	15	26	18	2
	61.8%	68.0%	54.2%	63.6%	84.6%	63.3%	57.7%	72.2%	75.0%	100.0%
MODERATELY IMPORTANT "2"	54	3	24	12	2	9	7	7	3	
	23.2%	12.0%	28.9%	21.8%	15.4%	18.4%	26.9%	19.4%	12.5%	
NOT IMPORTANT "1"	32	5	14	7		8	4	2	3	
	13.7%	20.0%	16.9%	12.7%		16.3%	15.4%	5.6%	12.5%	
NEED MORE INFORMATION	3			1		1		1		
	1.3%			1.8%		2.0%		2.8%		
NO ANSWER	10		2	3	1	1	2	3	2	
BASE	230	25	83	54	13	48	26	35	24	2
MEAN	2.49	2.48	2.37	2.52	2.85	2.48	2.42	2.69	2.63	3.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.36- ASSESSMENT OF INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1989: "PARENTAL AND MEDICAL LEAVE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	235	25	83	56	13	49	26	37	24	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	74	6	23	22	6	17	8	8	7	1
	31.5%	24.0%	27.7%	39.3%	46.2%	34.7%	30.8%	21.6%	29.2%	50.0%
MODERATELY IMPORTANT "2"	104	15	42	20	5	18	13	17	9	1
	44.3%	60.0%	50.6%	35.7%	38.5%	36.7%	50.0%	45.9%	37.5%	50.0%
NOT IMPORTANT "1"	48	4	14	11	2	12	4	10	8	
	20.4%	16.0%	16.9%	19.6%	15.4%	24.5%	15.4%	27.0%	33.3%	
NEED MORE INFORMATION	9		4	3		2	1	2		
	3.8%		4.8%	5.4%		4.1%	3.8%	5.4%		
NO ANSWER	8		2	2	1	1	2	2	2	
BASE	226	25	79	53	13	47	25	35	24	2
MEAN	2.12	2.08	2.11	2.21	2.31	2.11	2.16	1.94	1.96	2.50
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	99.9%	100.0%	100.0%

Q.36- ASSESSMENT OF INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1989: "OCCUPATIONAL DISEASE NOTIFICATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	233	25	82	55	13	49	26	36	24	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	75	10	27	17	7	14	9	12	2	1
	32.2%	40.0%	32.9%	30.9%	53.8%	28.6%	34.6%	33.3%	8.3%	50.0%
MODERATELY IMPORTANT "2"	92	9	33	26	2	23	11	12	8	
	39.5%	36.0%	40.2%	47.3%	15.4%	46.9%	42.3%	33.3%	33.3%	
NOT IMPORTANT "1"	49	6	18	10	3	9	6	8	10	
	21.0%	24.0%	22.0%	18.2%	23.1%	18.4%	23.1%	22.2%	41.7%	
NEED MORE INFORMATION	17		4	2	1	3		4	4	1
	7.3%		4.9%	3.6%	7.7%	6.1%		11.1%	16.7%	50.0%
NO ANSWER	10		3	3	1	1	2	3	2	
BASE	216	25	78	53	12	46	26	32	20	1
MEAN	2.12	2.16	2.12	2.13	2.33	2.11	2.12	2.13	1.60	3.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%

Q.36- ASSESSMENT OF INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1989: "INCREASE IN MINIMUM WAGE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	233	25	83	56	13	48	26	36	24	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	79	9	22	21	6	19	8	11	9	1
	33.9%	36.0%	26.5%	37.5%	46.2%	39.6%	30.8%	30.6%	37.5%	50.0%
MODERATELY IMPORTANT "2"	68	7	24	15	3	14	7	13	9	1
	29.2%	28.0%	28.9%	26.8%	23.1%	29.2%	26.9%	36.1%	37.5%	50.0%
NOT IMPORTANT "1"	80	9	35	19	3	13	11	10	6	
	34.3%	36.0%	42.2%	33.9%	23.1%	27.1%	42.3%	27.8%	25.0%	
NEED MORE INFORMATION	6		2	1	1	2		2		
	2.6%		2.4%	1.8%	7.7%	4.2%		5.6%		
NO ANSWER	10		2	2	1	2	2	3	2	
BASE	227	25	81	55	12	46	26	34	24	2
MEAN	2.00	2.00	1.84	2.04	2.25	2.13	1.89	2.03	2.13	2.50
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	100.1%	100.1%	100.0%	100.1%	100.0%	100.0%

Q.36- ASSESSMENT OF INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1989: "CHILD CARE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	233 100.0%	25 100.0%	83 100.0%	55 100.0%	13 100.0%	48 100.0%	26 100.0%	37 100.0%	24 100.0%	2 100.0%
VERY IMPORTANT "3"	55 23.6%	4 16.0%	18 21.7%	14 25.5%	4 30.8%	12 25.0%	8 30.8%	5 13.5%	7 29.2%	1 50.0%
MODERATELY IMPORTANT "2"	106 45.5%	15 60.0%	42 50.6%	23 41.8%	5 38.5%	24 50.0%	13 50.0%	20 54.1%	9 37.5%	
NOT IMPORTANT "1"	54 23.2%	6 24.0%	15 18.1%	14 25.5%	4 30.8%	11 22.9%	3 11.5%	8 21.6%	6 25.0%	1 50.0%
NEED MORE INFORMATION	18 7.7%		8 9.6%	4 7.3%		1 2.1%	2 7.7%	4 10.8%	2 8.3%	
NO ANSWER	10		2	3	1	2	2	2	2	
BASE	215	25	75	51	13	47	24	33	22	2
MEAN	2.01	1.92	2.04	2.00	2.00	2.02	2.21	1.91	2.05	2.00
SIGMA	243 100.0%	25 100.0%	85 100.0%	58 100.1%	14 100.1%	50 100.0%	28 100.0%	39 100.0%	26 100.0%	2 100.0%

Q.37- COMPANY'S RECENT EXPERIENCE (E.G. LAST TWO YEARS) REGARDING THE AMOUNT OF TIME AND EFFORT SPENT ON COMPLIANCE WITH REGULATIONS AND PAPERWORK

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	237	25	82	58	14	47	25	38	25	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SIGNIFICANT DECREASE	14	2	7	4		2	1	2	1	
	5.9%	8.0%	8.5%	6.9%		4.3%	4.0%	5.3%	4.0%	
MODERATE DECREASE	14	1	6	5	1	3	3	2		
	5.9%	4.0%	7.3%	8.6%	7.1%	6.4%	12.0%	5.3%		
NO CHANGE	46	7	16	14	5	9	4	3	7	
	19.4%	28.0%	19.5%	24.1%	35.7%	19.1%	16.0%	7.9%	28.0%	
SIGNIFICANT INCREASE	81	10	22	23	3	14	8	18	6	
	34.2%	40.0%	26.8%	39.7%	21.4%	29.8%	32.0%	47.4%	24.0%	
MODERATE INCREASE	82	5	31	12	5	19	9	13	11	2
	34.6%	20.0%	37.8%	20.7%	35.7%	40.4%	36.0%	34.2%	44.0%	100.0%
NO ANSWER	6		3			3	3	1	1	
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	99.9%	100.0%	99.9%	100.0%	100.0%	100.1%	100.0%	100.0%

Q.37- IF COMPANY HAS EXPERIENCED AN INCREASE, IDENTIFICATION OF AGENCIES RESPONSIBLE FOR THE INCREASE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	159	14	51	35	7	33	17	31	17	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
IRS	75	5	29	16	2	13	4	17	11	1
	47.2%	35.7%	56.9%	45.7%	28.6%	39.4%	23.5%	54.8%	64.7%	50.0%
OSHA	83	9	26	13	3	16	9	19	9	2
	52.2%	64.3%	51.0%	37.1%	42.9%	48.5%	52.9%	61.3%	52.9%	100.0%
EPA	117	11	35	28	5	24	14	25	7	2
	73.6%	78.6%	68.6%	80.0%	71.4%	72.7%	82.4%	80.6%	41.2%	100.0%
TRANSPORTATION	21	2	8	2	3	5	4	5	2	1
	13.2%	14.3%	15.7%	5.7%	42.9%	15.2%	23.5%	16.1%	11.8%	50.0%
COMMERCE	14	3	6	4	1	1	3	4		1
	8.8%	21.4%	11.8%	11.4%	14.3%	3.0%	17.6%	12.9%		50.0%
OTHER	12		2	5		2		4	1	1
	7.5%		3.9%	14.3%		6.1%		12.9%	5.9%	50.0%
NO ANSWER	4	1	2		1					
SIGMA	326	31	108	68	15	61	34	74	30	8
	202.5%	214.3%	207.9%	194.2%	200.1%	184.9%	199.9%	238.6%	176.5%	400.0%

ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1989:
ECONOMIC ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	216	25	74	55	10	40	24	36	24	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT "6"	151	21	53	34	6	32	18	28	16	
	69.9%	84.0%	71.6%	61.8%	60.0%	80.0%	75.0%	77.8%	66.7%	
"5"	42	3	13	17	3	4	3	4	5	
	19.4%	12.0%	17.6%	30.9%	30.0%	10.0%	12.5%	11.1%	20.8%	
"4"	12	1	5	1	1	3	2	1	2	
	5.6%	4.0%	6.8%	1.8%	10.0%	7.5%	8.3%	2.8%	8.3%	
"3"	6		1	1			1	2	1	1
	2.8%		1.4%	1.8%			4.2%	5.6%	4.2%	100.0%
"2"	2		1	1						
	.9%		1.4%	1.8%						
LEAST IMPORTANT "1"	3		1	1		1		1		
	1.4%		1.4%	1.8%		2.5%		2.8%		
NO ANSWER	27		11	3	4	10	4	3	2	1
BASE	216	25	74	55	10	40	24	36	24	1
MEAN	5.51	5.80	5.53	5.44	5.50	5.63	5.58	5.53	5.50	3.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.2%	99.9%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST
CRITICAL TO BUSINESS IN 1989:
INTERNATIONAL TRADE ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	214	25	73	55	9	40	24	35	24	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT "6"	19	1	7	7	1	2		1	2	1
	8.9%	4.0%	9.6%	12.7%	11.1%	5.0%		2.9%	8.3%	100.0%
"5"	46	3	18	10		10	5	7	3	
	21.5%	12.0%	24.7%	18.2%		25.0%	20.8%	20.0%	12.5%	
"4"	46	4	12	17	2	14	5	4	8	
	21.5%	16.0%	16.4%	30.9%	22.2%	35.0%	20.8%	11.4%	33.3%	
"3"	37	8	13	10	1	6	2	3	5	
	17.3%	32.0%	17.8%	18.2%	11.1%	15.0%	8.3%	8.6%	20.8%	
"2"	39	2	13	7	2	6	9	11	4	
	18.2%	8.0%	17.8%	12.7%	22.2%	15.0%	37.5%	31.4%	16.7%	
LEAST IMPORTANT "1"	27	7	10	4	3	2	3	9	2	
	12.6%	28.0%	13.7%	7.3%	33.3%	5.0%	12.5%	25.7%	8.3%	
NO ANSWER	29		12	3	5	10	4	4	2	1
BASE	214	25	73	55	9	40	24	35	24	1
MEAN	3.48	2.88	3.49	3.78	2.67	3.75	3.00	2.77	3.50	6.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	99.9%	100.0%	99.9%	100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1989: PATENT/TRADEMARK/COPYRIGHT ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	215	25	74	55	10	40	24	35	24	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT "6"	5		2	2		1	1		1	
	2.3%		2.7%	3.6%		2.5%	4.2%		4.2%	
"5"	6		1			3	1	1		
	2.8%		1.4%			7.5%	4.2%	2.9%		
"4"	23	1	10	10	1		2	2	1	
	10.7%	4.0%	13.5%	18.2%	10.0%		8.3%	5.7%	4.2%	
"3"	31	4	9	13	4	9	5	7	4	
	14.4%	16.0%	12.2%	23.6%	40.0%	22.5%	20.8%	20.0%	16.7%	
"2"	66	8	25	9	4	13	8	8	9	1
	30.7%	32.0%	33.8%	16.4%	40.0%	32.5%	33.3%	22.9%	37.5%	100.0%
LEAST IMPORTANT "1"	84	12	27	21	1	14	7	17	9	
	39.1%	48.0%	36.5%	38.2%	10.0%	35.0%	29.2%	48.6%	37.5%	
NO ANSWER	28		11	3	4	10	4	4	2	1
BASE	215	25	74	55	10	40	24	35	24	1
MEAN	2.14	1.76	2.18	2.36	2.50	2.20	2.38	1.91	2.04	2.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.1%	100.1%	100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST
CRITICAL TO BUSINESS IN 1989:
PRODUCT LIABILITY ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	216	25	74	55	10	41	23	36	24	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT "6"	22	1	6	6	2	5	5	3	2	
	10.2%	4.0%	8.1%	10.9%	20.0%	12.2%	21.7%	8.3%	8.3%	
"5"	34	5	8	8	3	8	3	8	1	1
	15.7%	20.0%	10.8%	14.5%	30.0%	19.5%	13.0%	22.2%	4.2%	100.0%
"4"	55	7	23	15		6	4	9	7	
	25.5%	28.0%	31.1%	27.3%		14.6%	17.4%	25.0%	29.2%	
"3"	55	7	17	13	2	12	3	9	7	
	25.5%	28.0%	23.0%	23.6%	20.0%	29.3%	13.0%	25.0%	29.2%	
"2"	33	5	9	10		4	5	5	4	
	15.3%	20.0%	12.2%	18.2%		9.8%	21.7%	13.9%	16.7%	
LEAST IMPORTANT "1"	17		11	3	3	6	3	2	3	
	7.9%		14.9%	5.5%	30.0%	14.6%	13.0%	5.6%	12.5%	
NO ANSWER	27		11	3	4	9	5	3	2	1
BASE	216	25	74	55	10	41	23	36	24	1
MEAN	3.57	3.60	3.35	3.60	3.60	3.51	3.61	3.69	3.21	5.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.1%	100.0%	100.1%	100.0%	100.0%	100.0%	99.8%	100.0%	100.1%	100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1989:
LABOR ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	215 100.0%	25 100.0%	73 100.0%	55 100.0%	9 100.0%	41 100.0%	24 100.0%	35 100.0%	24 100.0%	1 100.0%
MOST IMPORTANT "6"	17 7.9%	2 8.0%	6 8.2%	5 9.1%		1 2.4%		2 5.7%	3 12.5%	
"5"	72 33.5%	13 52.0%	28 38.4%	20 36.4%	2 22.2%	12 29.3%	8 33.3%	14 40.0%	11 45.8%	
"4"	48 22.3%	7 28.0%	13 17.8%	7 12.7%	5 55.6%	12 29.3%	5 20.8%	9 25.7%	4 16.7%	1 100.0%
"3"	42 19.5%	2 8.0%	15 20.5%	7 12.7%	1 11.1%	9 22.0%	8 33.3%	6 17.1%	3 12.5%	
"2"	23 10.7%	1 4.0%	7 9.6%	9 16.4%	1 11.1%	7 17.1%	1 4.2%	3 8.6%	3 12.5%	
LEAST IMPORTANT "1"	13 6.0%		4 5.5%	7 12.7%			2 8.3%	1 2.9%		
NO ANSWER	28		12	3	5	9	4	4	2	1
BASE	215	25	73	55	9	41	24	35	24	1
MEAN	3.90	4.52	3.99	3.71	3.89	3.78	3.67	4.09	4.33	4.00
SIGMA	243 99.9%	25 100.0%	85 100.0%	58 100.0%	14 100.0%	50 100.1%	28 99.9%	39 100.0%	26 100.0%	2 100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1989:
PAPERWORK

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	216	25	73	55	9	41	24	36	24	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT "6"	3			1	1			2		
	1.4%			1.8%	11.1%			5.6%		
"5"	17	1	6		2	4	4	2	4	
	7.9%	4.0%	8.2%		22.2%	9.8%	16.7%	5.6%	16.7%	
"4"	33	5	11	5	1	6	6	11	2	
	15.3%	20.0%	15.1%	9.1%	11.1%	14.6%	25.0%	30.6%	8.3%	
"3"	43	4	18	11	1	4	5	8	4	
	19.9%	16.0%	24.7%	20.0%	11.1%	9.8%	20.8%	22.2%	16.7%	
"2"	51	9	18	19	2	10	1	8	4	
	23.6%	36.0%	24.7%	34.5%	22.2%	24.4%	4.2%	22.2%	16.7%	
LEAST IMPORTANT "1"	69	6	20	19	2	17	8	5	10	1
	31.9%	24.0%	27.4%	34.5%	22.2%	41.5%	33.3%	13.9%	41.7%	100.0%
NO ANSWER	27		12	3	5	9	4	3	2	1
BASE	216	25	73	55	9	41	24	36	24	1
MEAN	2.48	2.44	2.52	2.11	3.22	2.27	2.88	3.08	2.42	1.00
SIGMA	243	25	85	58	14	50	28	39	26	2
	100.0%	100.0%	100.1%	99.9%	99.9%	100.1%	100.0%	100.1%	100.1%	100.0%

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1989 GOVERNMENT RELATIONS SURVEY

ASSOCIATE MEMBERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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"A"

1989 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS REPRESENTATIVES

Product line(s) represented:

34.1 Building Materials	45.9 Lawn & Garden
85.9 Hardware	50.4 Plumbing & Electrical
69.6 Hand & Power Tools	41.5 Paint & Sundries
20.7 Automotive, Toys & Sports	12.6 Housewares

1. Please enter your forecast for 1989 for the following economic indices (on a 12-month average basis) by percentage:

4.9 % Inflation	3.1 % Gross national product
5.8 % Unemployment	9.2 % Prime interest rate

2. How would you reduce the federal budget deficit?

	Yes	No	Unsure
• Phase out all farm price supports	50.0	26.5	23.5
• Put a cap on annual increase in social security benefits	46.9	35.9	17.2
• Reduce defense spending	60.7	31.1	8.1
• Selectively raise taxes (e.g. oil import fees)	68.7	23.1	8.2
• Impose consumption tax (e.g. VAT or national sales tax)	34.9	51.2	14.0
• Approve line-item-veto	85.1	7.5	7.5
• Support balanced budget amendment	91.0	5.2	3.7
• Change competitive market interest rates for all federally provided loans	44.5	18.0	37.5

3. What do you believe the impact will be from the enactment of the 1988 Omnibus Trade and Competitiveness Act on foreign imports?

17.6 More restrictive	27.5 No change
4.6 Less restrictive	50.4 Don't know

4. What effect have imports had on your company's sales in 1988?

37.8 A significant impact

51.9 A minor but growing impact

10.4 No impact at all

5. Assess the reasons for import penetration in the domestic consumer hardlines industry.

	Very Important	Moderately Important	Not Important
a. Price of imports	88.1	11.9	-
b. Value of U.S. dollar	58.3	38.6	3.0
c. Quality of imports	42.5	49.3	8.2
d. Non-competitive U.S. labor costs	72.0	26.5	1.5
e. Consumer acceptance of imports	54.5	37.3	8.2
f. Unfair foreign trade practices	58.7	31.0	10.3
g. Customer's lack of understanding of total procurement costs (domestic vs. imports)	35.4	33.8	30.8

6. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative debate in 1989. Please indicate your interest in the following issues by placing a check by the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not important
#4 Need more information

	#1	#2	#3	#4
a) Mandatory health insurance	45.5	22.4	23.9	8.2
b) Parental and medical leave	11.9	37.3	43.3	7.5
c) Occupational disease notification	20.6	29.8	33.6	16.0
d) Increase in minimum wage	17.3	46.6	33.1	3.0
e) Child care	15.7	34.3	40.3	9.7

7. What has been your company's recent experience (e.g. last two years) regarding the amount of time and effort spent on compliance with regulations and paperwork?

2.2 Significant decrease	28.4 Significant increase
5.2 Moderate decrease	37.3 Moderate increase
26.9 No Change	

If your company has experienced an increase, identify those agencies which are responsible for the increase.

92.9 IRS	8.3 Transportation
10.7 OSHA	9.5 Commerce
19.0 EPA	13.1 Other

1989 AHMA GOVERNMENT RELATIONS SURVEY
FOR MANUFACTURER'S REPRESENTATIVES
TABLE 1

PRODUCT LINE(S) REPRESENTED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	135 100.0%	46 100.0%	116 100.0%	94 100.0%	28 100.0%	62 100.0%	68 100.0%	56 100.0%	17 100.0%
BUILDING MATERIALS	46 34.1%	46 100.0%	45 38.8%	30 31.9%	7 25.0%	29 46.8%	29 42.6%	27 48.2%	11 64.7%
HARDWARE	116 85.9%	45 97.8%	116 100.0%	85 90.4%	26 92.9%	58 93.5%	56 82.4%	52 92.9%	17 100.0%
HAND & POWER TOOLS	94 69.6%	30 65.2%	85 73.3%	94 100.0%	22 78.6%	42 67.7%	46 67.6%	43 76.8%	13 76.5%
AUTOMOTIVE, TOYS & SPORTS	28 20.7%	7 15.2%	26 22.4%	22 23.4%	28 100.0%	19 30.6%	16 23.5%	17 30.4%	5 29.4%
LAWN & GARDEN	62 45.9%	29 63.0%	58 50.0%	42 44.7%	19 67.9%	62 100.0%	37 54.4%	35 62.5%	12 70.6%
PLUMBING & ELECTRICAL	68 50.4%	29 63.0%	56 48.3%	46 48.9%	16 57.1%	37 59.7%	68 100.0%	38 67.9%	15 88.2%
PAINT & SUNDRIES	56 41.5%	27 58.7%	52 44.8%	43 45.7%	17 60.7%	35 56.5%	38 55.9%	56 100.0%	12 70.6%
HOUSEWARES	17 12.6%	11 23.9%	17 14.7%	13 13.8%	5 17.9%	12 19.4%	15 22.1%	12 21.4%	17 100.0%
SIGMA	487 360.7%	224 486.8%	455 392.3%	375 398.8%	140 500.1%	294 474.2%	305 448.5%	280 500.1%	102 600.0%

Q.1- YOUR FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	128 100.0%	44 100.0%	110 100.0%	91 100.0%	28 100.0%	58 100.0%	65 100.0%	52 100.0%	16 100.0%
1.0%	1 .8%	1 2.3%	1 .9%						
2.5%	1 .8%		1 .9%						
3.0%	13 10.2%	3 6.8%	11 10.0%	9 9.9%	2 7.1%	8 13.8%	7 10.8%	4 7.7%	1 6.3%
3.5%	4 3.1%	3 6.8%	3 2.7%	2 2.2%	1 3.6%	2 3.4%	1 1.5%	2 3.8%	1 6.3%
4.0%	25 19.5%	8 18.2%	24 21.8%	21 23.1%	7 25.0%	10 17.2%	15 23.1%	14 26.9%	3 18.8%
4.3%	1 .8%		1 .9%			1 1.7%			
4.5%	10 7.8%	6 13.6%	10 9.1%	6 6.6%	1 3.6%	6 10.3%	6 9.2%	6 11.5%	3 18.8%
4.6%	1 .8%	1 2.3%	1 .9%		1 3.6%	1 1.7%	1 1.5%	1 1.9%	1 6.3%
5.0%	32 25.0%	7 15.9%	24 21.8%	24 26.4%	5 17.9%	13 22.4%	15 23.1%	9 17.3%	4 25.0%
5.2%	2 1.6%	1 2.3%	2 1.8%	1 1.1%			1 1.5%		
5.5%	3 2.3%	1 2.3%	3 2.7%	3 3.3%		1 1.7%	1 1.5%	2 3.8%	
5.8%	1 .8%	1 2.3%	1 .9%				1 1.5%	1 1.9%	
6.0%	21 16.4%	5 11.4%	16 14.5%	17 18.7%	8 28.6%	11 19.0%	11 16.9%	8 15.4%	3 18.8%

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
7.0%	5 3.9%	2 4.5%	5 4.5%	5 5.5%	1 3.6%		2 3.1%	2 3.8%	
8.0%	6 4.7%	3 6.8%	5 4.5%	2 2.2%	2 7.1%	3 5.2%	3 4.6%	2 3.8%	
8.2%	1 .8%	1 2.3%	1 .9%			1 1.7%			
12.0%	1 .8%	1 2.3%	1 .9%	1 1.1%		1 1.7%	1 1.5%	1 1.9%	
NO ANSWER	7	2	6	3		4	3	4	1
BASE	128	44	110	91	28	58	65	52	16
MEAN	4.94	5.09	4.92	4.96	5.09	4.96	4.98	4.97	4.66
SIGMA	135 100.1%	46 100.1%	116 99.7%	94 100.1%	28 100.1%	62 99.8%	68 99.8%	56 99.7%	17 100.3%

Q.1- YOUR FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	121 100.0%	42 100.0%	104 100.0%	86 100.0%	27 100.0%	56 100.0%	63 100.0%	50 100.0%	16 100.0%
1.0%	4 3.3%	3 7.1%	3 2.9%	2 2.3%	1 3.7%	2 3.6%	3 4.8%	2 4.0%	
2.0%	2 1.7%	1 2.4%	2 1.9%	1 1.2%		2 3.6%	1 1.6%	1 2.0%	
3.0%	3 2.5%	1 2.4%	3 2.9%	2 2.3%		3 5.4%	1 1.6%	1 2.0%	
3.5%	1 .8%		1 1.0%	1 1.2%	1 3.7%		1 1.6%	1 2.0%	
4.5%	3 2.5%	2 4.8%	3 2.9%	2 2.3%	1 3.7%	3 5.4%	2 3.2%	2 4.0%	1 6.3%
5.0%	23 19.0%	7 16.7%	20 19.2%	17 19.8%	7 25.9%	11 19.6%	9 14.3%	11 22.0%	3 18.8%
5.4%	1 .8%		1 1.0%			1 1.8%			
5.5%	9 7.4%	1 2.4%	6 5.8%	4 4.7%	2 7.4%	4 7.1%	4 6.3%	2 4.0%	1 6.3%
5.6%	1 .8%	1 2.4%	1 1.0%	1 1.2%	1 3.7%	1 1.8%	1 1.6%	1 2.0%	1 6.3%
5.7%	1 .8%		1 1.0%	1 1.2%					
5.8%	2 1.7%		1 1.0%	1 1.2%			1 1.6%		
5.9%	1 .8%	1 2.4%	1 1.0%	1 1.2%				1 2.0%	1 6.3%
6.0%	29 24.0%	13 31.0%	25 24.0%	23 26.7%	8 29.6%	16 28.6%	18 28.6%	12 24.0%	5 31.3%

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
6.1%	1 .8%	1 2.4%	1 1.0%	1 1.2%		1 1.8%	1 1.6%	1 2.0%	
6.2%	1 .8%		1 1.0%	1 1.2%			1 1.6%		
6.3%	1 .8%	1 2.4%	1 1.0%	1 1.2%				1 2.0%	
6.5%	8 6.6%	1 2.4%	7 6.7%	7 8.1%	1 3.7%	3 5.4%	4 6.3%	3 6.0%	1 6.3%
6.6%	1 .8%		1 1.0%	1 1.2%		1 1.8%	1 1.6%		
6.7%	1 .8%	1 2.4%	1 1.0%				1 1.6%	1 2.0%	
6.9%	1 .8%	1 2.4%	1 1.0%						
7.0%	19 15.7%	5 11.9%	17 16.3%	14 16.3%	3 11.1%	5 8.9%	10 15.9%	8 16.0%	3 18.8%
7.5%	1 .8%		1 1.0%	1 1.2%		1 1.8%			
7.8%	1 .8%	1 2.4%	1 1.0%				1 1.6%	1 2.0%	
8.0%	4 3.3%		3 2.9%	3 3.5%	2 7.4%	1 1.8%	1 1.6%		
8.5%	1 .8%	1 2.4%	1 1.0%	1 1.2%			1 1.6%		
10.0%	1 .8%					1 1.8%	1 1.6%	1 2.0%	
NO ANSWER	14	4	12	8	1	6	5	6	1

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
BASE	121	42	104	86	27	56	63	50	16
MEAN	5.76	5.50	5.73	5.81	5.63	5.45	5.76	5.63	5.88
SIGMA	135	46	116	94	28	62	68	56	17
	99.7%	100.3%	100.5%	100.4%	99.9%	100.2%	100.2%	100.0%	100.4%

Q.1- YOUR FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	90 100.0%	31 100.0%	77 100.0%	63 100.0%	19 100.0%	46 100.0%	46 100.0%	35 100.0%	13 100.0%
1.0%	5 5.6%	4 12.9%	5 6.5%	4 6.3%		1 2.2%		1 2.9%	
1.9%	1 1.1%		1 1.3%		1 5.3%				
2.0%	18 20.0%	5 16.1%	18 23.4%	15 23.8%	2 10.5%	10 21.7%	6 13.0%	7 20.0%	4 30.8%
2.1%	1 1.1%	1 3.2%	1 1.3%	1 1.6%		1 2.2%	1 2.2%		
2.5%	5 5.6%		3 3.9%	5 7.9%	2 10.5%	3 6.5%	3 6.5%	2 5.7%	
2.8%	2 2.2%	1 3.2%	2 2.6%	1 1.6%	2 10.5%	2 4.3%	1 2.2%	1 2.9%	1 7.7%
3.0%	26 28.9%	7 22.6%	18 23.4%	19 30.2%	5 26.3%	10 21.7%	15 32.6%	10 28.6%	3 23.1%
3.1%	1 1.1%		1 1.3%						
3.2%	2 2.2%	1 3.2%	2 2.6%				1 2.2%	1 2.9%	
3.3%	2 2.2%		2 2.6%	1 1.6%		1 2.2%	1 2.2%		
3.5%	3 3.3%	2 6.5%	3 3.9%	3 4.8%		2 4.3%	2 4.3%	1 2.9%	
3.6%	1 1.1%		1 1.3%			1 2.2%			
3.8%	1 1.1%	1 3.2%	1 1.3%		1 5.3%	1 2.2%	1 2.2%	1 2.9%	1 7.7%

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARES
4.0%	11 12.2%	2 6.5%	11 14.3%	10 15.9%	3 15.8%	7 15.2%	6 13.0%	6 17.1%	2 15.4%
4.1%	1 1.1%	1 3.2%	1 1.3%			1 2.2%	1 2.2%	1 2.9%	1 7.7%
4.2%	1 1.1%	1 3.2%	1 1.3%	1 1.6%	1 5.3%	1 2.2%	1 2.2%	1 2.9%	1 7.7%
4.5%	1 1.1%	1 3.2%	1 1.3%		1 5.3%	1 2.2%		1 2.9%	
5.0%	5 5.6%	2 6.5%	4 5.2%	3 4.8%	1 5.3%	2 4.3%	4 8.7%	2 5.7%	
6.0%	1 1.1%						1 2.2%		
7.0%	1 1.1%	1 3.2%	1 1.3%			1 2.2%	1 2.2%		
10.0%	1 1.1%	1 3.2%				1 2.2%	1 2.2%		
NO ANSWER	45	15	39	31	9	16	22	21	4
BASE	90	31	77	63	19	46	46	35	13
MEAN	3.11	3.28	2.99	2.88	3.21	3.30	3.52	3.15	3.07
SIGMA	135 99.9%	46 99.9%	116 100.1%	94 100.1%	28 100.1%	62 100.0%	68 100.1%	56 100.3%	17 100.1%

Q.1- YOUR FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	117 100.0%	41 100.0%	100 100.0%	85 100.0%	26 100.0%	56 100.0%	60 100.0%	48 100.0%	15 100.0%
1.0%	7 6.0%	1 2.4%	7 7.0%	3 3.5%	3 11.5%	4 7.1%	2 3.3%	3 6.3%	
1.5%	3 2.6%	3 7.3%	3 3.0%	2 2.4%		3 5.4%	3 5.0%	2 4.2%	
2.0%	1 .9%		1 1.0%	1 1.2%					
3.0%	3 2.6%	2 4.9%	3 3.0%	3 3.5%	1 3.8%	1 1.8%	2 3.3%	1 2.1%	1 6.7%
7.0%	1 .9%		1 1.0%	1 1.2%			1 1.7%	1 2.1%	
8.0%	2 1.7%		2 2.0%	2 2.4%		1 1.8%	1 1.7%		
8.5%	3 2.6%	3 7.3%	3 3.0%	2 2.4%		1 1.8%	2 3.3%	1 2.1%	
9.0%	12 10.3%	3 7.3%	8 8.0%	10 11.8%	1 3.8%	3 5.4%	4 6.7%	5 10.4%	1 6.7%
9.5%	4 3.4%	1 2.4%	4 4.0%	2 2.4%		2 3.6%	2 3.3%	1 2.1%	
9.7%	1 .9%		1 1.0%	1 1.2%			1 1.7%	1 2.1%	
9.8%	1 .9%	1 2.4%	1 1.0%	1 1.2%				1 2.1%	
10.0%	32 27.4%	11 26.8%	26 26.0%	23 27.1%	10 38.5%	15 26.8%	16 26.7%	11 22.9%	5 33.3%
10.3%	1 .9%	1 2.4%	1 1.0%				1 1.7%	1 2.1%	

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1989 FOR THE FOLLOWING ECONOMIC INDICES
(ON A 12-MONTH AVERAGE BASIS):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
10.5%	15	4	13	12	3	7	7	6	4
	12.8%	9.8%	13.0%	14.1%	11.5%	12.5%	11.7%	12.5%	26.7%
10.9%	1		1	1			1		
	.9%		1.0%	1.2%			1.7%		
11.0%	17	4	14	12	2	9	9	8	1
	14.5%	9.8%	14.0%	14.1%	7.7%	16.1%	15.0%	16.7%	6.7%
11.5%	6	4	5	3	3	5	5	2	1
	5.1%	9.8%	5.0%	3.5%	11.5%	8.9%	8.3%	4.2%	6.7%
12.0%	5	1	4	5	3	3	2	3	1
	4.3%	2.4%	4.0%	5.9%	11.5%	5.4%	3.3%	6.3%	6.7%
12.5%	2	2	2	1		2	1	1	1
	1.7%	4.9%	2.0%	1.2%		3.6%	1.7%	2.1%	6.7%
NO ANSWER	18	5	16	9	2	6	8	8	2
BASE	117	41	100	85	26	56	60	48	15
MEAN	9.20	9.09	9.03	9.31	9.19	9.20	9.28	9.19	10.07
SIGMA	135	46	116	94	28	62	68	56	17
	100.4%	99.9%	100.0%	100.3%	99.8%	100.2%	100.1%	100.3%	100.2%

Q.2· WOULD YOU REDUCE BUDGET DEFICITS BY:
PHASING OUT ALL FARM PRICE SUPPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	132 100.0%	46 100.0%	114 100.0%	92 100.0%	28 100.0%	61 100.0%	67 100.0%	55 100.0%	17 100.0%
YES	66 50.0%	24 52.2%	56 49.1%	46 50.0%	13 46.4%	29 47.5%	32 47.8%	24 43.6%	9 52.9%
NO	35 26.5%	13 28.3%	31 27.2%	26 28.3%	7 25.0%	19 31.1%	15 22.4%	17 30.9%	5 29.4%
UNSURE	31 23.5%	9 19.6%	27 23.7%	20 21.7%	8 28.6%	13 21.3%	20 29.9%	14 25.5%	3 17.6%
NO ANSWER	3		2	2		1	1	1	
SIGMA	135 100.0%	46 100.1%	116 100.0%	94 100.0%	28 100.0%	62 99.9%	68 100.1%	56 100.0%	17 99.9%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
PUTTING A CAP ON ANNUAL INCREASE IN SOCIAL SECURITY BENEFITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	128	44	110	88	28	59	65	53	17
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	60	22	49	41	15	30	33	24	13
	46.9%	50.0%	44.5%	46.6%	53.6%	50.8%	50.8%	45.3%	76.5%
NO	46	18	40	30	8	19	21	18	2
	35.9%	40.9%	36.4%	34.1%	28.6%	32.2%	32.3%	34.0%	11.8%
UNSURE	22	4	21	17	5	10	11	11	2
	17.2%	9.1%	19.1%	19.3%	17.9%	16.9%	16.9%	20.8%	11.8%
NO ANSWER	7	2	6	6		3	3	3	
SIGMA	135	46	116	94	28	62	68	56	17
	100.0%	100.0%	100.0%	100.0%	100.1%	99.9%	100.0%	100.1%	100.1%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING DEFENSE SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	135 100.0%	46 100.0%	116 100.0%	94 100.0%	28 100.0%	62 100.0%	68 100.0%	56 100.0%	17 100.0%
YES	82 60.7%	27 58.7%	69 59.5%	58 61.7%	13 46.4%	39 62.9%	38 55.9%	33 58.9%	6 35.3%
NO	42 31.1%	18 39.1%	36 31.0%	27 28.7%	12 42.9%	17 27.4%	25 36.8%	19 33.9%	10 58.8%
UNSURE	11 8.1%	1 2.2%	11 9.5%	9 9.6%	3 10.7%	6 9.7%	5 7.4%	4 7.1%	1 5.9%
SIGMA	135 99.9%	46 100.0%	116 100.0%	94 100.0%	28 100.0%	62 100.0%	68 100.1%	56 99.9%	17 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
SELECTIVELY RAISING TAXES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	134 100.0%	45 100.0%	115 100.0%	93 100.0%	28 100.0%	61 100.0%	67 100.0%	55 100.0%	17 100.0%
YES	92 68.7%	31 68.9%	76 66.1%	63 67.7%	15 53.6%	46 75.4%	45 67.2%	40 72.7%	11 64.7%
NO	31 23.1%	12 26.7%	30 26.1%	21 22.6%	8 28.6%	11 18.0%	16 23.9%	12 21.8%	5 29.4%
UNSURE	11 8.2%	2 4.4%	9 7.8%	9 9.7%	5 17.9%	4 6.6%	6 9.0%	3 5.5%	1 5.9%
NO ANSWER	1	1	1	1		1	1	1	
SIGMA	135 100.0%	46 100.0%	116 100.0%	94 100.0%	28 100.1%	62 100.0%	68 100.1%	56 100.0%	17 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
IMPOSING CONSUMPTION TAX

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	129 100.0%	44 100.0%	111 100.0%	92 100.0%	27 100.0%	58 100.0%	65 100.0%	54 100.0%	17 100.0%
YES	45 34.9%	15 34.1%	37 33.3%	35 38.0%	10 37.0%	18 31.0%	24 36.9%	24 44.4%	6 35.3%
NO	66 51.2%	24 54.5%	59 53.2%	44 47.8%	15 55.6%	33 56.9%	33 50.8%	25 46.3%	10 58.8%
UNSURE	18 14.0%	5 11.4%	15 13.5%	13 14.1%	2 7.4%	7 12.1%	8 12.3%	5 9.3%	1 5.9%
NO ANSWER	6	2	5	2	1	4	3	2	
SIGMA	135 100.1%	46 100.0%	116 100.0%	94 99.9%	28 100.0%	62 100.0%	68 100.0%	56 100.0%	17 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
APPROVING LINE-ITEM-VETO

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	134	46	115	94	28	61	67	56	17
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	114	41	99	79	24	52	55	44	16
	85.1%	89.1%	86.1%	84.0%	85.7%	85.2%	82.1%	78.6%	94.1%
NO	10	3	7	7	3	4	6	6	1
	7.5%	6.5%	6.1%	7.4%	10.7%	6.6%	9.0%	10.7%	5.9%
UNSURE	10	2	9	8	1	5	6	6	
	7.5%	4.3%	7.8%	8.5%	3.6%	8.2%	9.0%	10.7%	
NO ANSWER	1		1			1	1		
SIGMA	135	46	116	94	28	62	68	56	17
	100.1%	99.9%	100.0%	99.9%	100.0%	100.0%	100.1%	100.0%	100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
SUPPORTING BALANCED BUDGET AMENDMENT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	134	46	115	94	28	61	68	56	17
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	122	42	107	85	24	54	62	47	16
	91.0%	91.3%	93.0%	90.4%	85.7%	88.5%	91.2%	83.9%	94.1%
NO	7	2	5	6	2	4	2	5	
	5.2%	4.3%	4.3%	6.4%	7.1%	6.6%	2.9%	8.9%	
UNSURE	5	2	3	3	2	3	4	4	1
	3.7%	4.3%	2.6%	3.2%	7.1%	4.9%	5.9%	7.1%	5.9%
NO ANSWER	1		1			1			
SIGMA	135	46	116	94	28	62	68	56	17
	99.9%	99.9%	99.9%	100.0%	99.9%	100.0%	100.0%	99.9%	100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
CHANGING COMPETITIVE MARKET INTEREST RATES FOR
ALL FEDERALLY PROVIDED LOANS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	128	44	110	88	27	59	65	53	17
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	57	21	47	37	11	23	28	25	7
	44.5%	47.7%	42.7%	42.0%	40.7%	39.0%	43.1%	47.2%	41.2%
NO	23	10	20	15	4	11	9	10	3
	18.0%	22.7%	18.2%	17.0%	14.8%	18.6%	13.8%	18.9%	17.6%
UNSURE	48	13	43	36	12	25	28	18	7
	37.5%	29.5%	39.1%	40.9%	44.4%	42.4%	43.1%	34.0%	41.2%
NO ANSWER	7	2	6	6	1	3	3	3	
SIGMA	135	46	116	94	28	62	68	56	17
	100.0%	99.9%	100.0%	99.9%	99.9%	100.0%	100.0%	100.1%	100.0%

Q.3- IMPACT FROM ENACTMENT OF 1988 OMNIBUS TRADE AND COMPETITIVENESS ACT ON FOREIGN IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	131 100.0%	45 100.0%	113 100.0%	92 100.0%	28 100.0%	61 100.0%	66 100.0%	54 100.0%	17 100.0%
MORE RESTRICTIVE	23 17.6%	8 17.8%	21 18.6%	17 18.5%	4 14.3%	13 21.3%	14 21.2%	11 20.4%	2 11.8%
LESS RESTRICTIVE	6 4.6%	2 4.4%	4 3.5%	3 3.3%	3 10.7%	4 6.6%	3 4.5%	2 3.7%	
NO CHANGE	36 27.5%	14 31.1%	30 26.5%	25 27.2%	12 42.9%	18 29.5%	21 31.8%	15 27.8%	6 35.3%
DON'T KNOW	66 50.4%	21 46.7%	58 51.3%	47 51.1%	9 32.1%	26 42.6%	28 42.4%	26 48.1%	9 52.9%
NO ANSWER	4	1	3	2		1	2	2	
SIGMA	135 100.1%	46 100.0%	116 99.9%	94 100.1%	28 100.0%	62 100.0%	68 99.9%	56 100.0%	17 100.0%

Q.4- IMPACT IMPORTS HAD ON COMPANY'S SALES IN 1988

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	135 100.0%	46 100.0%	116 100.0%	94 100.0%	28 100.0%	62 100.0%	68 100.0%	56 100.0%	17 100.0%
A SIGNIFICANT IMPACT	51 37.8%	23 50.0%	43 37.1%	38 40.4%	11 39.3%	22 35.5%	28 41.2%	17 30.4%	3 17.6%
A MINOR BUT GROWING IMPACT	70 51.9%	20 43.5%	60 51.7%	48 51.1%	13 46.4%	33 53.2%	31 45.6%	31 55.4%	10 58.8%
NO IMPACT AT ALL	14 10.4%	3 6.5%	13 11.2%	8 8.5%	4 14.3%	7 11.3%	9 13.2%	8 14.3%	4 23.5%
SIGMA	135 100.1%	46 100.0%	116 100.0%	94 100.0%	28 100.0%	62 100.0%	68 100.0%	56 100.1%	17 99.9%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
PRICE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	135 100.0%	46 100.0%	116 100.0%	94 100.0%	28 100.0%	62 100.0%	68 100.0%	56 100.0%	17 100.0%
VERY IMPORTANT "3"	119 88.1%	43 93.5%	101 87.1%	81 86.2%	24 85.7%	57 91.9%	60 88.2%	49 87.5%	17 100.0%
MODERATELY IMPORTANT "2"	16 11.9%	3 6.5%	15 12.9%	13 13.8%	4 14.3%	5 8.1%	8 11.8%	7 12.5%	
BASE	135	46	116	94	28	62	68	56	17
MEAN	2.88	2.94	2.87	2.86	2.86	2.92	2.88	2.88	3.00
SIGMA	135 100.0%	46 100.0%	116 100.0%	94 100.0%	28 100.0%	62 100.0%	68 100.0%	56 100.0%	17 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
VALUE OF U.S. DOLLAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	132 100.0%	44 100.0%	113 100.0%	91 100.0%	26 100.0%	59 100.0%	65 100.0%	53 100.0%	16 100.0%
VERY IMPORTANT "3"	77 58.3%	31 70.5%	69 61.1%	54 59.3%	15 57.7%	41 69.5%	33 50.8%	35 66.0%	12 75.0%
MODERATELY IMPORTANT "2"	51 38.6%	12 27.3%	40 35.4%	34 37.4%	11 42.3%	18 30.5%	29 44.6%	16 30.2%	3 18.8%
NOT IMPORTANT "1"	4 3.0%	1 2.3%	4 3.5%	3 3.3%			3 4.6%	2 3.8%	1 6.3%
NO ANSWER	3	2	3	3	2	3	3	3	1
BASE	132	44	113	91	26	59	65	53	16
MEAN	2.55	2.68	2.58	2.56	2.58	2.70	2.46	2.62	2.69
SIGMA	135 99.9%	46 100.1%	116 100.0%	94 100.0%	28 100.0%	62 100.0%	68 100.0%	56 100.0%	17 100.1%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	134 100.0%	45 100.0%	115 100.0%	93 100.0%	27 100.0%	61 100.0%	67 100.0%	55 100.0%	17 100.0%
VERY IMPORTANT "3"	57 42.5%	19 42.2%	51 44.3%	38 40.9%	14 51.9%	32 52.5%	32 47.8%	28 50.9%	6 35.3%
MODERATELY IMPORTANT "2"	66 49.3%	23 51.1%	54 47.0%	47 50.5%	11 40.7%	27 44.3%	31 46.3%	24 43.6%	10 58.8%
NOT IMPORTANT "1"	11 8.2%	3 6.7%	10 8.7%	8 8.6%	2 7.4%	2 3.3%	4 6.0%	3 5.5%	1 5.9%
NO ANSWER	1	1	1	1	1	1	1	1	
BASE	134	45	115	93	27	61	67	55	17
MEAN	2.34	2.36	2.36	2.32	2.44	2.49	2.42	2.46	2.29
SIGMA	135 100.0%	46 100.0%	116 100.0%	94 100.0%	28 100.0%	62 100.1%	68 100.1%	56 100.0%	17 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
NON-COMPETITIVE U.S. LABOR COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	132 100.0%	45 100.0%	113 100.0%	92 100.0%	28 100.0%	62 100.0%	67 100.0%	56 100.0%	17 100.0%
VERY IMPORTANT "3"	95 72.0%	38 84.4%	82 72.6%	66 71.7%	22 78.6%	45 72.6%	46 68.7%	39 69.6%	11 64.7%
MODERATELY IMPORTANT "2"	35 26.5%	7 15.6%	29 25.7%	24 26.1%	4 14.3%	16 25.8%	19 28.4%	15 26.8%	6 35.3%
NOT IMPORTANT "1"	2 1.5%		2 1.8%	2 2.2%	2 7.1%	1 1.6%	2 3.0%	2 3.6%	
NO ANSWER	3	1	3	2			1		
BASE	132	45	113	92	28	62	67	56	17
MEAN	2.71	2.84	2.71	2.70	2.71	2.71	2.66	2.66	2.65
SIGMA	135 100.0%	46 100.0%	116 100.1%	94 100.0%	28 100.0%	62 100.0%	68 100.1%	56 100.0%	17 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	134 100.0%	46 100.0%	115 100.0%	93 100.0%	28 100.0%	62 100.0%	68 100.0%	56 100.0%	17 100.0%
VERY IMPORTANT "3"	73 54.5%	30 65.2%	66 57.4%	50 53.8%	17 60.7%	42 67.7%	43 63.2%	35 62.5%	9 52.9%
MODERATELY IMPORTANT "2"	50 37.3%	13 28.3%	41 35.7%	36 38.7%	9 32.1%	17 27.4%	17 25.0%	18 32.1%	8 47.1%
NOT IMPORTANT "1"	11 8.2%	3 6.5%	8 7.0%	7 7.5%	2 7.1%	3 4.8%	8 11.8%	3 5.4%	
NO ANSWER	1		1	1					
BASE	134	46	115	93	28	62	68	56	17
MEAN	2.46	2.59	2.50	2.46	2.54	2.63	2.52	2.57	2.53
SIGMA	135 100.0%	46 100.0%	116 100.1%	94 100.0%	28 99.9%	62 99.9%	68 100.0%	56 100.0%	17 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	126 100.0%	44 100.0%	109 100.0%	88 100.0%	26 100.0%	58 100.0%	63 100.0%	53 100.0%	15 100.0%
VERY IMPORTANT "3"	74 58.7%	30 68.2%	65 59.6%	59 67.0%	16 61.5%	35 60.3%	41 65.1%	33 62.3%	10 66.7%
MODERATELY IMPORTANT "2"	39 31.0%	11 25.0%	33 30.3%	23 26.1%	8 30.8%	18 31.0%	17 27.0%	16 30.2%	4 26.7%
NOT IMPORTANT "1"	13 10.3%	3 6.8%	11 10.1%	6 6.8%	2 7.7%	5 8.6%	5 7.9%	4 7.5%	1 6.7%
NO ANSWER	9	2	7	6	2	4	5	3	2
BASE	126	44	109	88	26	58	63	53	15
MEAN	2.48	2.61	2.50	2.60	2.54	2.52	2.57	2.55	2.60
SIGMA	135 100.0%	46 100.0%	116 100.0%	94 99.9%	28 100.0%	62 99.9%	68 100.0%	56 100.0%	17 100.1%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS IN THE CONSUMER HARDLINES INDUSTRY: CUSTOMER'S LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	130 100.0%	45 100.0%	112 100.0%	93 100.0%	27 100.0%	60 100.0%	65 100.0%	55 100.0%	16 100.0%
VERY IMPORTANT "3"	46 35.4%	20 44.4%	41 36.6%	32 34.4%	8 29.6%	22 36.7%	23 35.4%	18 32.7%	8 50.0%
MODERATELY IMPORTANT "2"	44 33.8%	11 24.4%	37 33.0%	33 35.5%	10 37.0%	20 33.3%	21 32.3%	22 40.0%	7 43.8%
NOT IMPORTANT "1"	40 30.8%	14 31.1%	34 30.4%	28 30.1%	9 33.3%	18 30.0%	21 32.3%	15 27.3%	1 6.3%
NO ANSWER	5	1	4	1	1	2	3	1	1
BASE	130	45	112	93	27	60	65	55	16
MEAN	2.05	2.13	2.06	2.04	1.96	2.07	2.03	2.06	2.44
SIGMA	135 100.0%	46 99.9%	116 100.0%	94 100.0%	28 99.9%	62 100.0%	68 100.0%	56 100.0%	17 100.1%

Q.6- ASSESSMENT OF INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1989: MANDATORY HEALTH INSURANCE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	134	46	115	93	28	62	68	56	17
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	61	26	52	44	14	33	30	29	6
	45.5%	56.5%	45.2%	47.3%	50.0%	53.2%	44.1%	51.8%	35.3%
MODERATELY IMPORTANT "2"	30	7	27	16	5	13	15	11	2
	22.4%	15.2%	23.5%	17.2%	17.9%	21.0%	22.1%	19.6%	11.8%
NOT IMPORTANT "1"	32	9	26	25	7	12	16	12	6
	23.9%	19.6%	22.6%	26.9%	25.0%	19.4%	23.5%	21.4%	35.3%
NEED MORE INFORMATION	11	4	10	8	2	4	7	4	3
	8.2%	8.7%	8.7%	8.6%	7.1%	6.5%	10.3%	7.1%	17.6%
NO ANSWER	1		1	1					
BASE	123	42	105	85	26	58	61	52	14
MEAN	2.24	2.41	2.25	2.22	2.27	2.36	2.23	2.33	2.00
SIGMA	135	46	116	94	28	62	68	56	17
	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	99.9%	100.0%

Q.6- ASSESSMENT OF INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1989: PARENTAL AND MEDICAL LEAVE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	134	46	115	93	28	62	68	56	17
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	16	5	13	11	3	11	8	5	3
	11.9%	10.9%	11.3%	11.8%	10.7%	17.7%	11.8%	8.9%	17.6%
MODERATELY IMPORTANT "2"	50	20	43	33	9	22	22	21	2
	37.3%	43.5%	37.4%	35.5%	32.1%	35.5%	32.4%	37.5%	11.8%
NOT IMPORTANT "1"	58	17	49	42	13	25	31	26	9
	43.3%	37.0%	42.6%	45.2%	46.4%	40.3%	45.6%	46.4%	52.9%
NEED MORE INFORMATION	10	4	10	7	3	4	7	4	3
	7.5%	8.7%	8.7%	7.5%	10.7%	6.5%	10.3%	7.1%	17.6%
NO ANSWER	1		1	1					
BASE	124	42	105	86	25	58	61	52	14
MEAN	1.66	1.71	1.66	1.64	1.60	1.76	1.62	1.60	1.57
SIGMA	135	46	116	94	28	62	68	56	17
	100.0%	100.1%	100.0%	100.0%	99.9%	100.0%	100.1%	99.9%	99.9%

Q.6- ASSESSMENT OF INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1989: OCCUPATIONAL DISEASE NOTIFICATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	131	45	113	91	27	61	68	55	17
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	27	11	22	19	4	16	17	9	5
	20.6%	24.4%	19.5%	20.9%	14.8%	26.2%	25.0%	16.4%	29.4%
MODERATELY IMPORTANT "2"	39	17	34	31	11	19	18	18	5
	29.8%	37.8%	30.1%	34.1%	40.7%	31.1%	26.5%	32.7%	29.4%
NOT IMPORTANT "1"	44	13	36	29	8	19	24	23	4
	33.6%	28.9%	31.9%	31.9%	29.6%	31.1%	35.3%	41.8%	23.5%
NEED MORE INFORMATION	21	4	21	12	4	7	9	5	3
	16.0%	8.9%	18.6%	13.2%	14.8%	11.5%	13.2%	9.1%	17.6%
NO ANSWER	4	1	3	3	1	1		1	
BASE	110	41	92	79	23	54	59	50	14
MEAN	1.85	1.95	1.85	1.87	1.83	1.94	1.88	1.72	2.07
SIGMA	135	46	116	94	28	62	68	56	17
	100.0%	100.0%	100.1%	100.1%	99.9%	99.9%	100.0%	100.0%	99.9%

Q.6- ASSESSMENT OF INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1989: INCREASE IN MINIMUM WAGE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	133 100.0%	45 100.0%	114 100.0%	93 100.0%	28 100.0%	62 100.0%	68 100.0%	56 100.0%	17 100.0%
VERY IMPORTANT "3"	23 17.3%	11 24.4%	20 17.5%	16 17.2%	3 10.7%	12 19.4%	18 26.5%	11 19.6%	3 17.6%
MODERATELY IMPORTANT "2"	62 46.6%	18 40.0%	50 43.9%	43 46.2%	15 53.6%	25 40.3%	25 36.8%	26 46.4%	4 23.5%
NOT IMPORTANT "1"	44 33.1%	15 33.3%	40 35.1%	31 33.3%	8 28.6%	23 37.1%	21 30.9%	18 32.1%	9 52.9%
NEED MORE INFORMATION	4 3.0%	1 2.2%	4 3.5%	3 3.2%	2 7.1%	2 3.2%	4 5.9%	1 1.8%	1 5.9%
NO ANSWER	2	1	2	1					
BASE	129	44	110	90	26	60	64	55	16
MEAN	1.84	1.91	1.82	1.83	1.81	1.82	1.95	1.87	1.63
SIGMA	135 100.0%	46 99.9%	116 100.0%	94 99.9%	28 100.0%	62 100.0%	68 100.1%	56 99.9%	17 99.9%

Q.6- ASSESSMENT OF INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1989:
CHILD CARE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	134 100.0%	46 100.0%	115 100.0%	93 100.0%	28 100.0%	62 100.0%	68 100.0%	56 100.0%	17 100.0%
VERY IMPORTANT "3"	21 15.7%	5 10.9%	15 13.0%	16 17.2%	5 17.9%	8 12.9%	11 16.2%	7 12.5%	2 11.8%
MODERATELY IMPORTANT "2"	46 34.3%	20 43.5%	40 34.8%	30 32.3%	8 28.6%	25 40.3%	22 32.4%	20 35.7%	3 17.6%
NOT IMPORTANT "1"	54 40.3%	17 37.0%	47 40.9%	36 38.7%	12 42.9%	20 32.3%	25 36.8%	22 39.3%	9 52.9%
NEED MORE INFORMATION	13 9.7%	4 8.7%	13 11.3%	11 11.8%	3 10.7%	9 14.5%	10 14.7%	7 12.5%	3 17.6%
NO ANSWER	1		1	1					
BASE	121	42	102	82	25	53	58	49	14
MEAN	1.73	1.71	1.69	1.76	1.72	1.77	1.76	1.69	1.50
SIGMA	135 100.0%	46 100.1%	116 100.0%	94 100.0%	28 100.1%	62 100.0%	68 100.1%	56 100.0%	17 99.9%

Q.7- COMPANY'S RECENT EXPERIENCE REGARDING AMOUNT OF TIME AND EFFORT SPENT ON COMPLIANCE WITH REGULATIONS AND PAPERWORK

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	134	45	115	94	28	61	68	55	17
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
DECREASE (NET)	10	6	9	7	2	3	7	4	2
	7.5%	13.3%	7.8%	7.4%	7.1%	4.9%	10.3%	7.3%	11.8%
SIGNIFICANT DECREASE "1"	3	2	3	3		1	2		1
	2.2%	4.4%	2.6%	3.2%		1.6%	2.9%		5.9%
MODERATE DECREASE "2"	7	4	6	4	2	2	5	4	1
	5.2%	8.9%	5.2%	4.3%	7.1%	3.3%	7.4%	7.3%	5.9%
NO CHANGE "3"	36	6	30	27	9	12	19	13	2
	26.9%	13.3%	26.1%	28.7%	32.1%	19.7%	27.9%	23.6%	11.8%
MODERATE INCREASE "4"	50	18	42	32	7	23	24	21	7
	37.3%	40.0%	36.5%	34.0%	25.0%	37.7%	35.3%	38.2%	41.2%
SIGNIFICANT INCREASE "5"	38	15	34	28	10	23	18	17	6
	28.4%	33.3%	29.6%	29.8%	35.7%	37.7%	26.5%	30.9%	35.3%
INCREASE (NET)	88	33	76	60	17	46	42	38	13
	65.7%	73.3%	66.1%	63.8%	60.7%	75.4%	61.8%	69.1%	76.5%
NO ANSWER	1	1	1			1		1	
BASE	134	45	115	94	28	61	68	55	17
MEAN	3.84	3.89	3.85	3.83	3.89	4.07	3.75	3.93	3.94
SIGMA	135	46	116	94	28	62	68	56	17
	100.0%	99.9%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	100.1%

Q.7- AGENCIES WHICH ARE RESPONSIBLE FOR INCREASE IN TIME AND EFFORT SPEND ON COMPLIANCE WITH REGULATIONS AND PAPERWORK

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	84 100.0%	31 100.0%	72 100.0%	57 100.0%	17 100.0%	43 100.0%	39 100.0%	37 100.0%	12 100.0%
IRS	78 92.9%	30 96.8%	68 94.4%	52 91.2%	17 100.0%	40 93.0%	35 89.7%	34 91.9%	11 91.7%
OSHA	9 10.7%	6 19.4%	7 9.7%	7 12.3%	2 11.8%	6 14.0%	6 15.4%	5 13.5%	
EPA	16 19.0%	7 22.6%	14 19.4%	9 15.8%	5 29.4%	12 27.9%	12 30.8%	10 27.0%	3 25.0%
TRANSPORTATION	7 8.3%	3 9.7%	6 8.3%	6 10.5%	2 11.8%	5 11.6%	5 12.8%	6 16.2%	2 16.7%
COMMERCE	8 9.5%	1 3.2%	6 8.3%	4 7.0%	3 17.6%	3 7.0%	4 10.3%	3 8.1%	2 16.7%
OTHER	11 13.1%	4 12.9%	9 12.5%	8 14.0%	2 11.8%	6 14.0%	4 10.3%	4 10.8%	1 8.3%
NO ANSWER	4	2	4	3		3	3	1	1
SIGMA	133 153.5%	53 164.6%	114 152.6%	89 150.8%	31 182.4%	75 167.5%	69 169.3%	63 167.5%	20 158.4%

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